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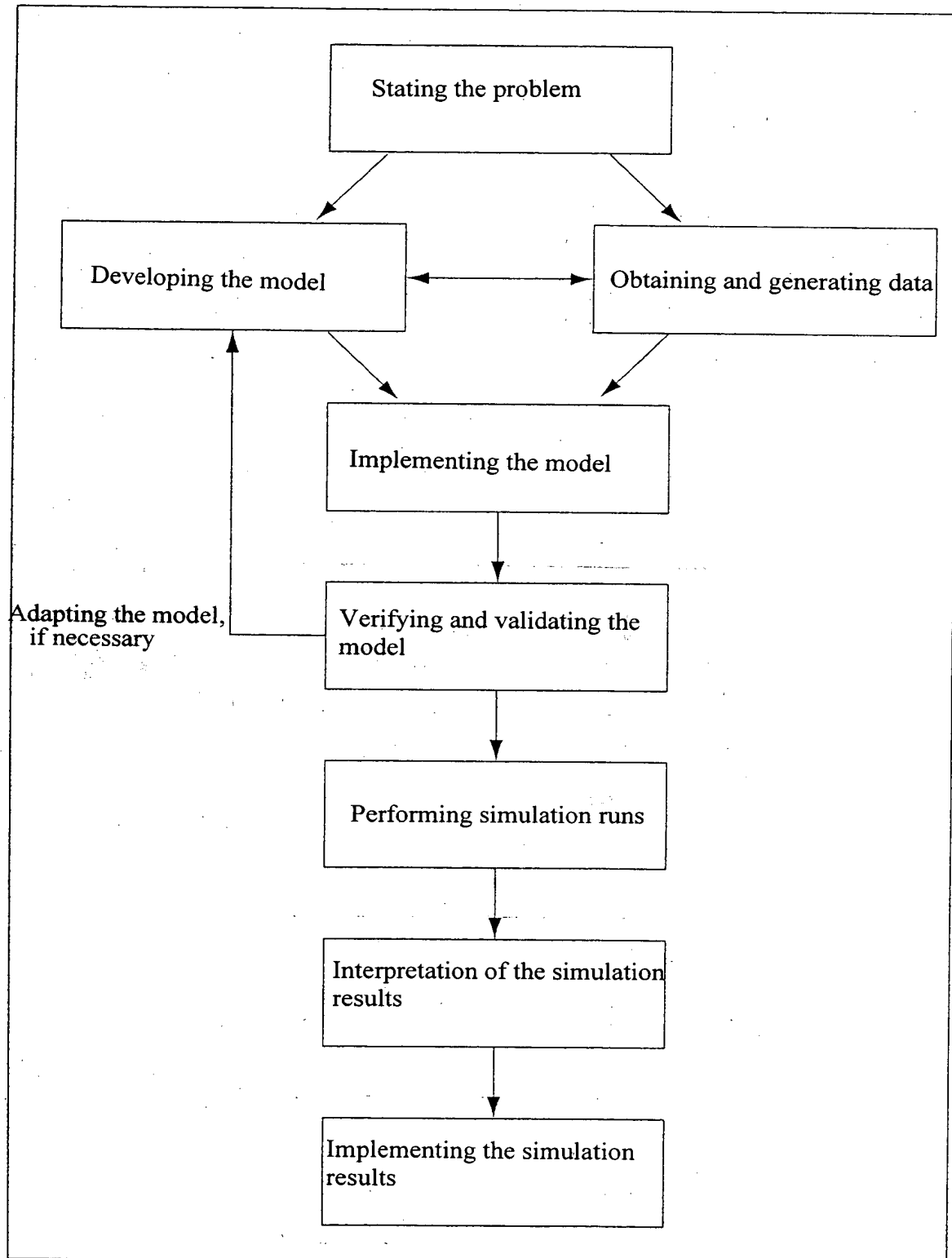


FIG. 1

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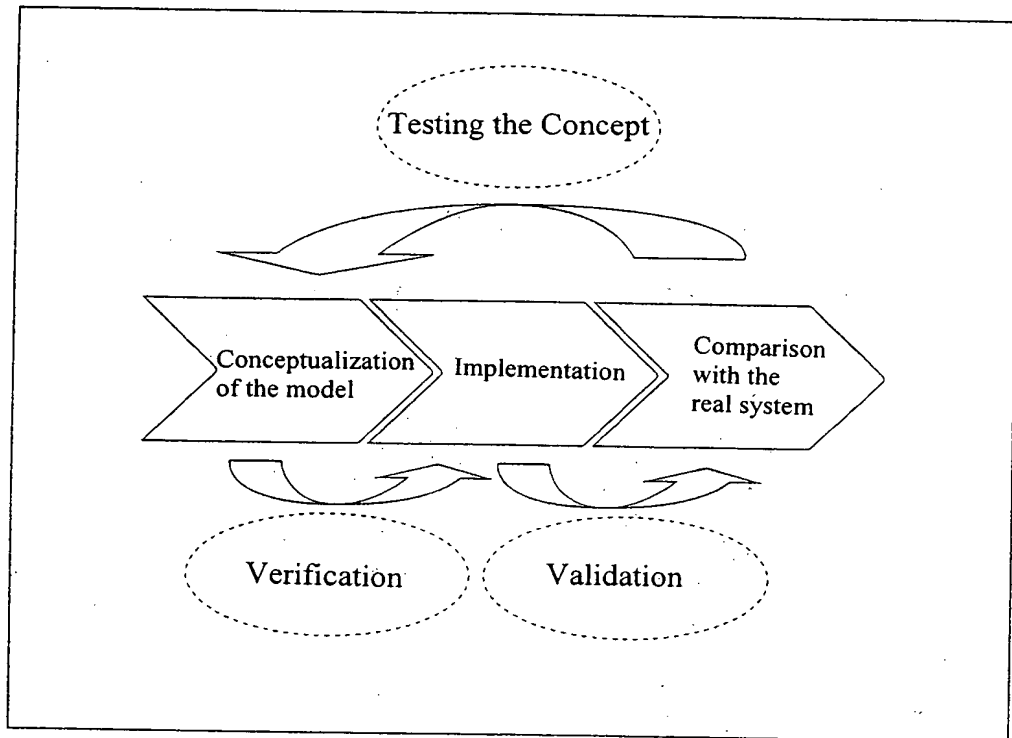


FIG. 2

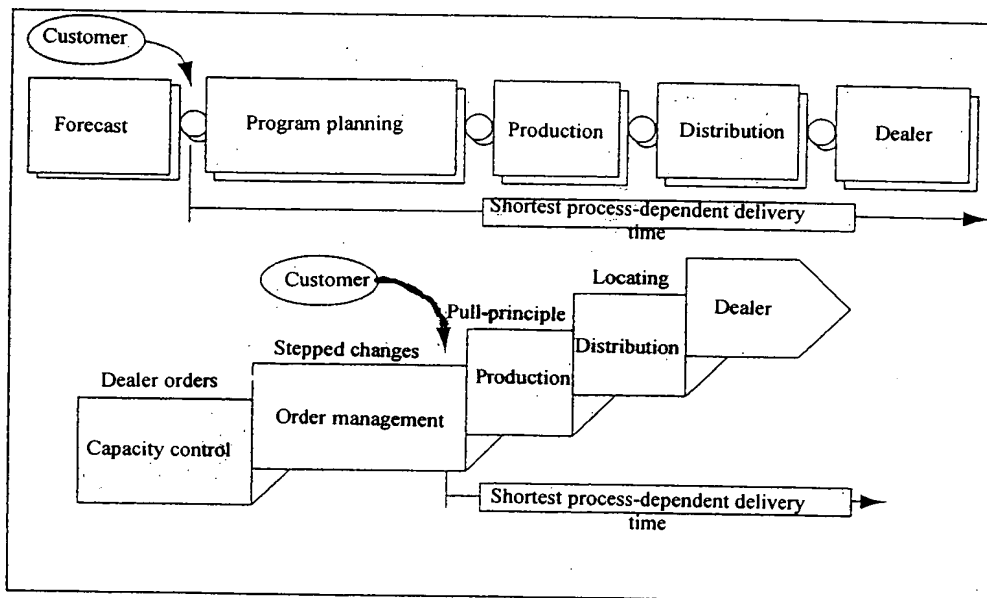


FIG. 3

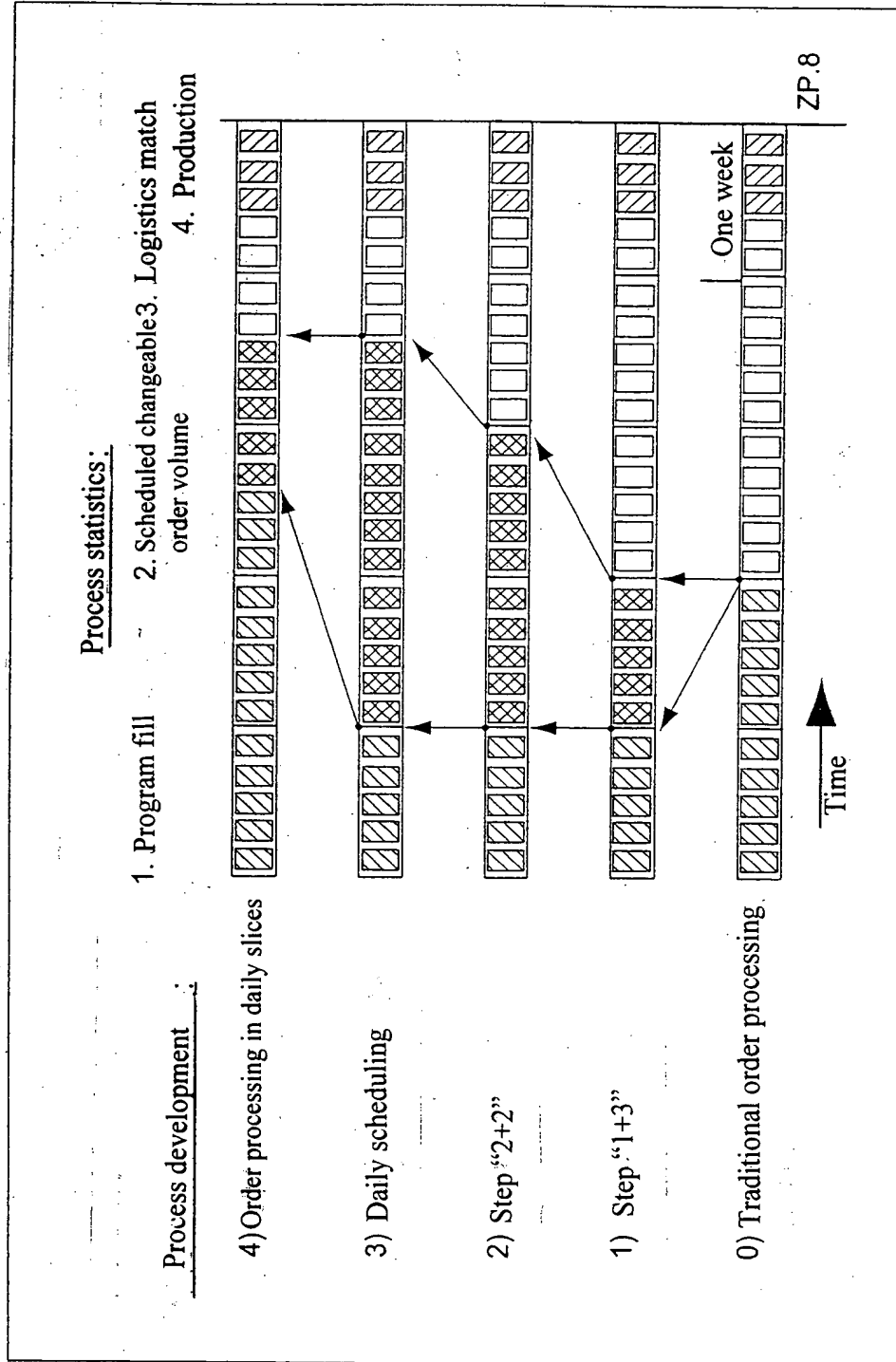


FIG. 4

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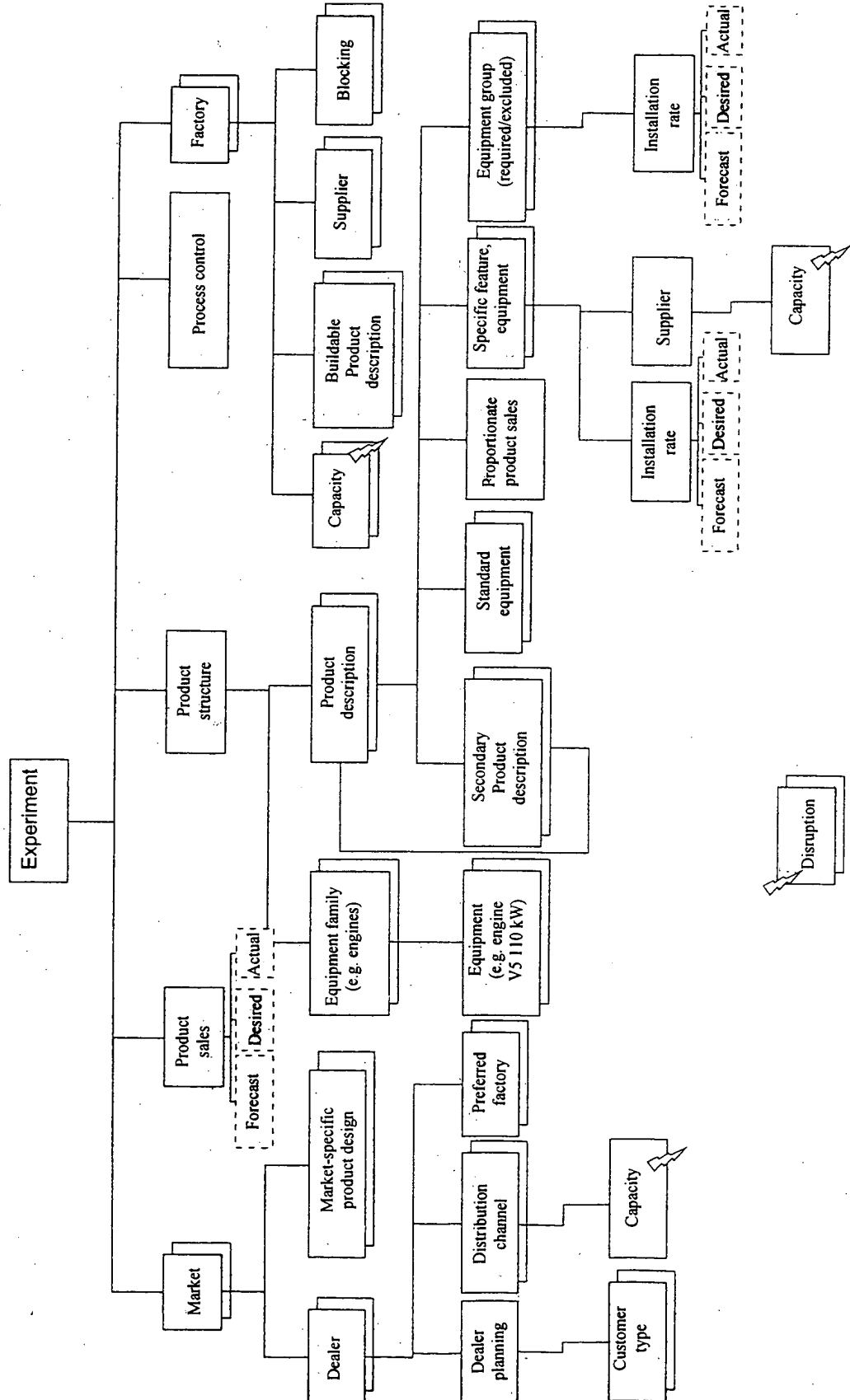


FIG. 5

Application No. : 10/519,510  
 Applicant(s) : Stephan Hase  
 Title : Method and Simulation System  
 for Simulating Order Processing  
 Processes...  
 Attorney Docket : 101215-175

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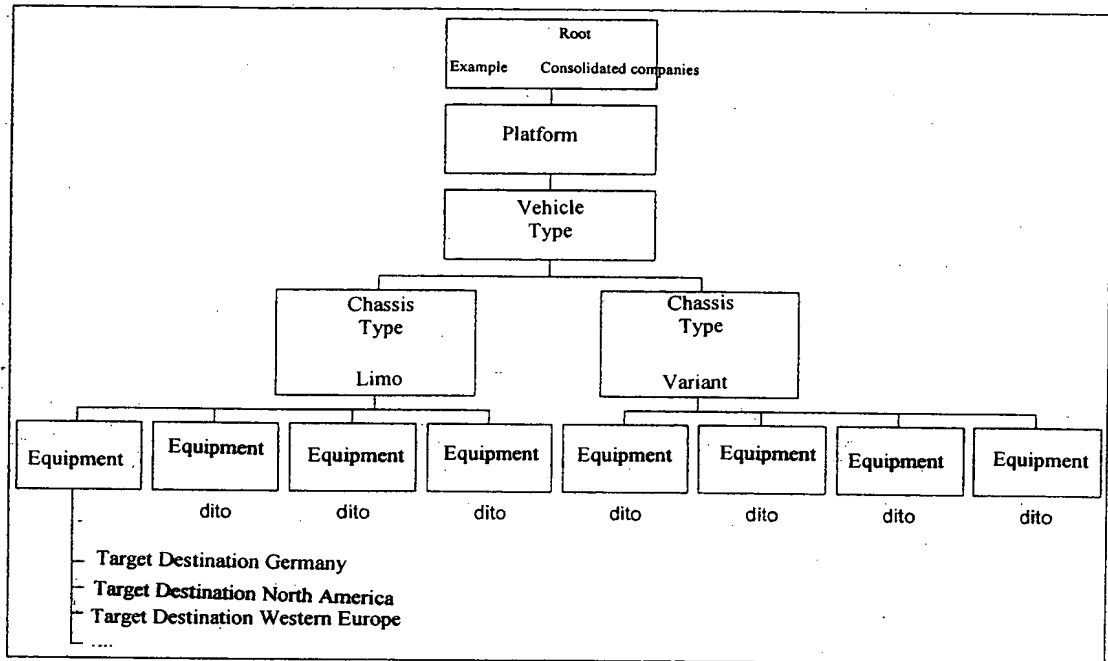


FIG. 6

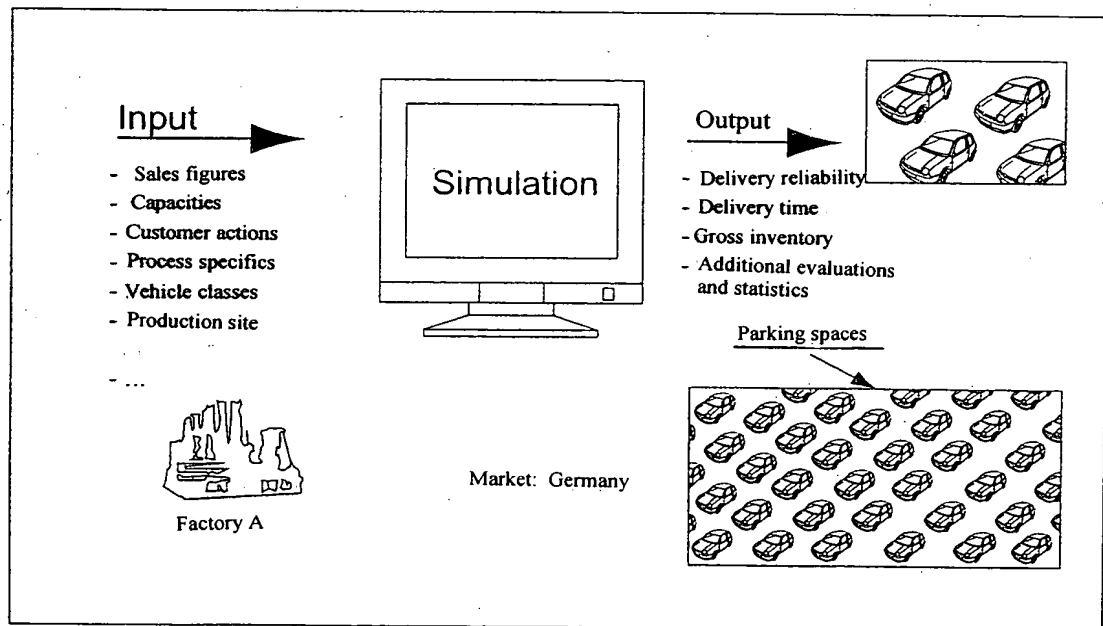


FIG. 7

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Attorney Docket : 101215-175

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Vehicle Type X		Vehicle Type Y	
Interval (Production time in hours)	Fraction	Interval (Production time in hours)	Fraction
0-70	0%	0-48	0%
70-74	10%	48-50	10%
74-75	40%	50-60	40%
75-116	40%	60-91	40%
116-352	10%	91-149	10%

FIG. 8

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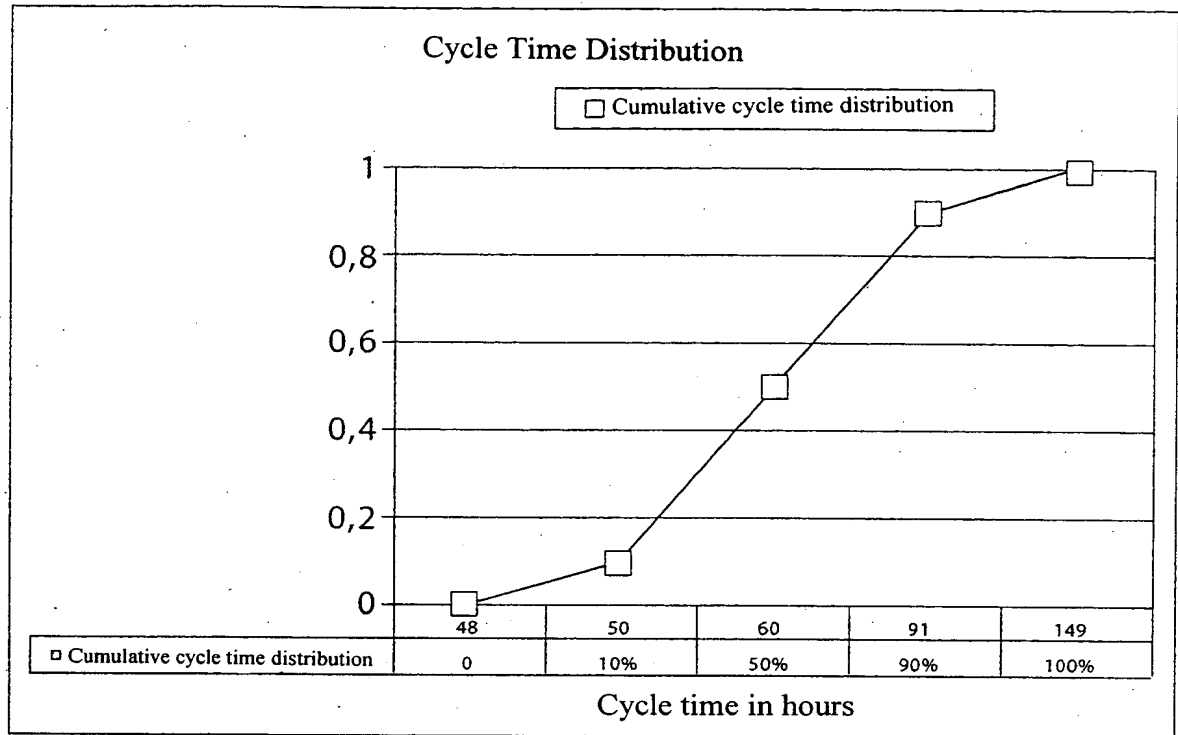


FIG. 9

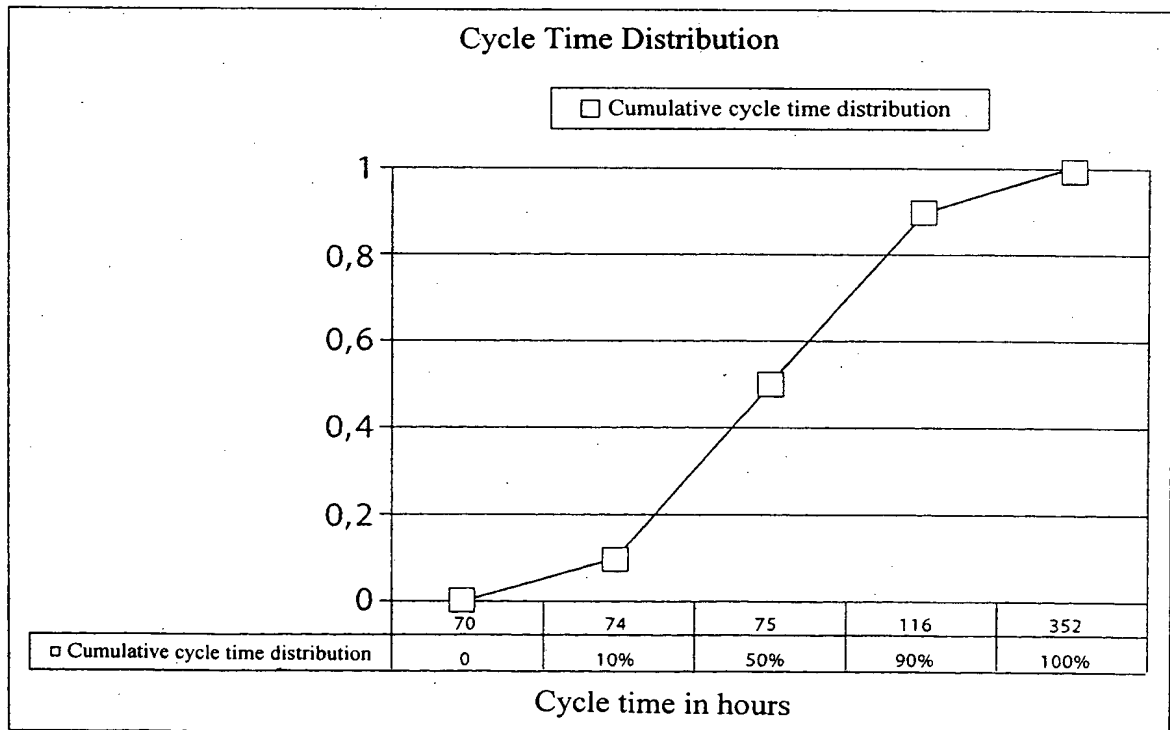


FIG. 10

Application No. : 10/519,510  
 Applicant(s) : Stephan Hase  
 Title : Method and Simulation System  
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 Processes...  
 Attorney Docket : 101215-175

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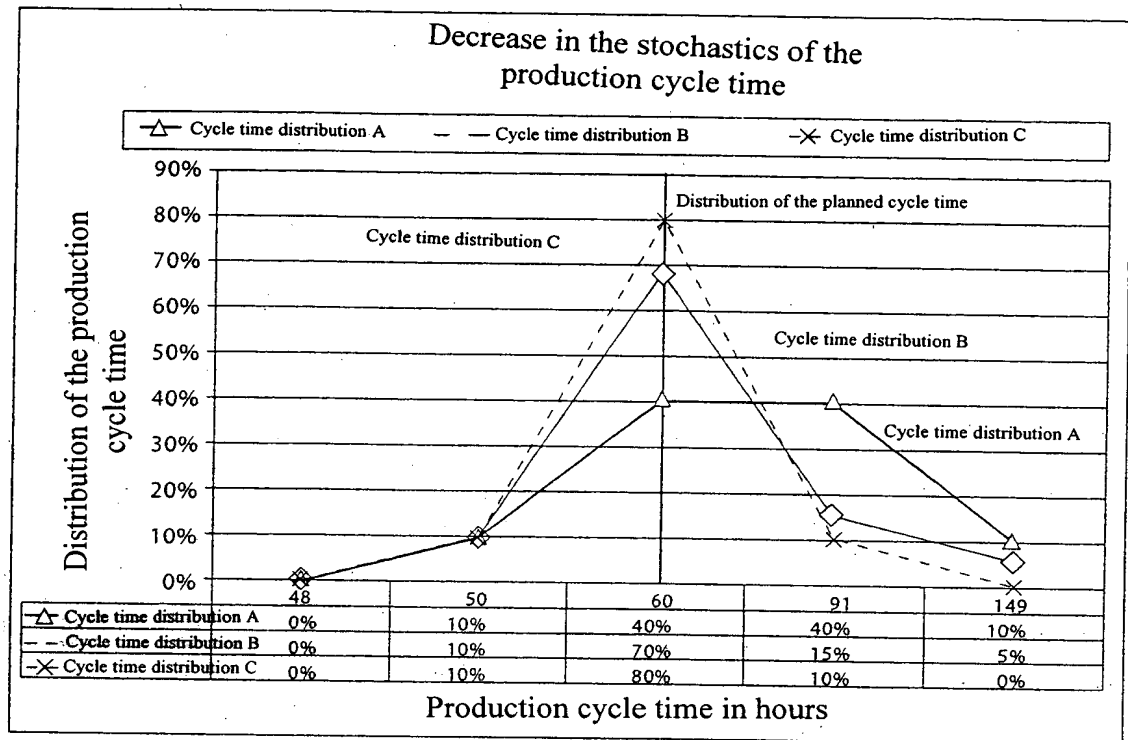


FIG. 11

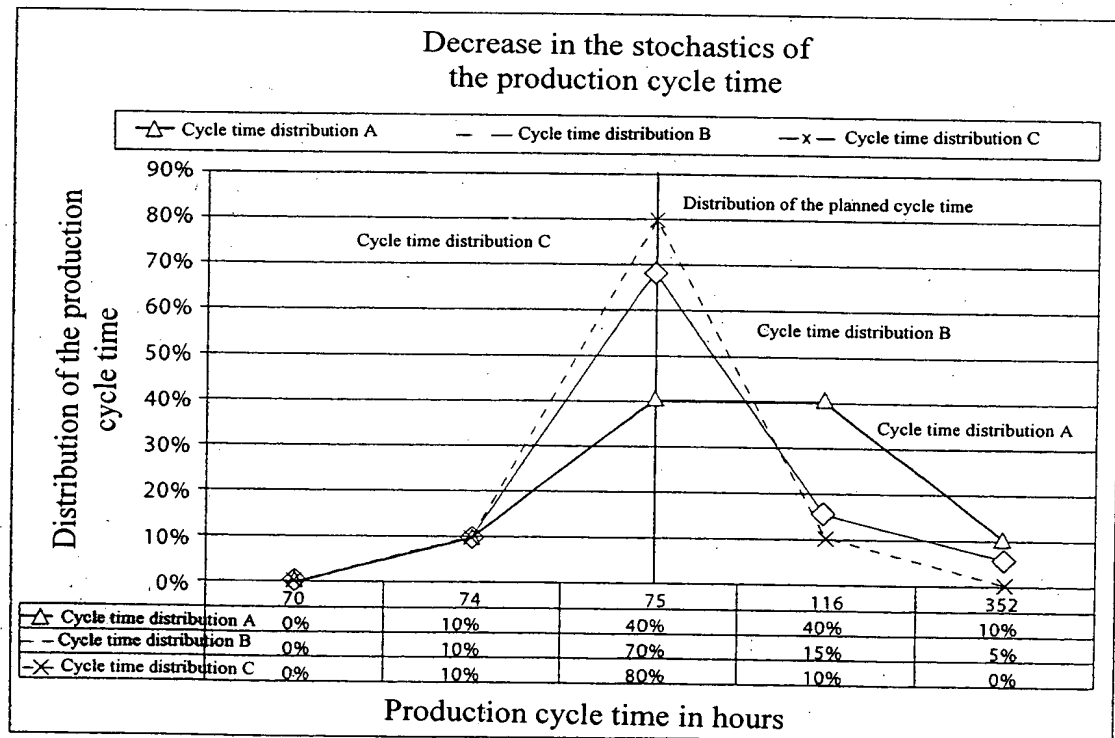


FIG. 12



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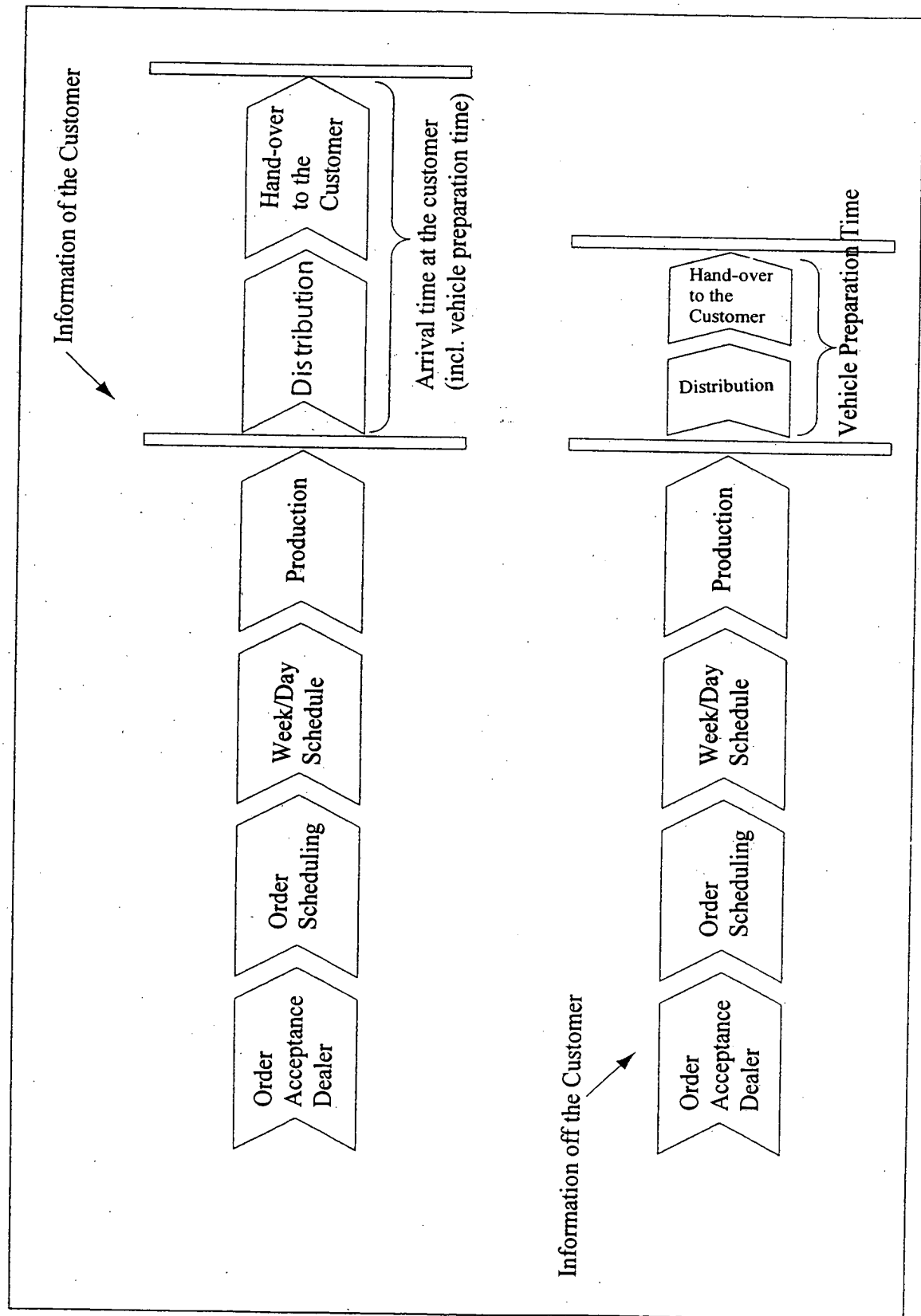


FIG. 13

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Parking space requirements for vehicle delivery via a delivery point of the manufacturer(s) (Scenario A; Distribution of the production cycle time A)		Parking space requirements for vehicles to be delivered via a delivery point of the manufacturer(s) and produced in the factory
Configuration step 1: Delivery of 300 vehicles/day	Max.	6.216
	Average	4.847
	Min.	3.880
Configuration Step 2: Delivery of 600 vehicles/day	Max.	12.121
	Average	9.620
	Min.	7.556
Configuration step 3: Delivery of 1000 vehicles/day	Max.	19.130
	Average	15.389
	Min.	12.070

FIG. 14

Cycle time distribution in production	Standard Deviation Vehicle Type X	Standard deviation Vehicle Type Y	ZP8 reliability (total) per week	ZP8 reliability (total) per week incl. estimate
DistributionA	60,0 h	22,5 h	68%	76%
DistributionB	38,0 h	16,0 h	72%	83%
DistributionC	7,3 h	7,5 h	75%	88%

FIG. 15

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Parking space requirements for vehicle delivery via a delivery point of the manufacturer(s) (Scenario B; Distribution of the production cycle time C)		Parking space requirements for vehicles to be delivered via a delivery point of the manufacturer(s) and produced in the factory
Configuration step 1: Delivery of 300 vehicles/day	Max.	1.360
	Average	1.061
	Min.	789
Configuration step 2: Delivery of 600 vehicles/day	Max.	2.551
	Average	2.026
	Min.	1.277
Configuration step 3: Delivery of 1000 vehicles/day	Max.	3.940
	Average	3.203
	Min.	1.570

FIG. 16

Parking space requirements for vehicle delivery via a delivery point of the manufacturer(s) when changing from Scenario A to Scenario B		Parking space requirements for vehicles to be delivered via a delivery point of the manufacturer(s) and produced in the factory
Configuration step 1: Delivery of 300 vehicles/day	Max.	4.856
	Average	3.831
	Min.	3.091
Configuration step 2: Delivery of 600 vehicles/day	Max.	9.570
	Average	7.594
	Min.	3.880
Configuration step 3: Delivery of 1000 vehicles/day	Max.	15.190
	Average	12.186
	Min.	10.500

FIG. 17

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Configuration steps of vehicle delivery via a delivery point of the manufacturer(s)	Reduction of the average parking space requirement when substituting Scenario A; Production cycle time distribution A by Scenario B; Production cycle time distribution C (vehicles manufactured in factory A)	Cost savings in committed capital demonstrated by the simulation
Configuration step 1: Delivery of 300 vehicles/day	3.831	9,8 Mio €
Configuration step 2: Delivery of 600 vehicles/day	7.594	19,4 Mio €
Configuration step 3: Delivery of 1000 vehicles/day	15.389	39,2 Mio €

FIG. 18

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Configuration steps of vehicle delivery via a delivery point of the manufacturer(s)	Reduction of the average shipping time when substituting Scenario A; Production cycle time distribution A by Scenario B; Production cycle time distribution C	Cost savings in committed capital demonstrated by the simulation
Configuration step 1: Delivery of 300 vehicles/day	10.08 per day	72,4 Mio €
Configuration step 2: Delivery of 600 vehicles/day	10.51 per day	74,4 Mio €
Configuration step 3: Delivery of 1000 vehicles/day	10.91 per day	77,2 Mio €

FIG. 19

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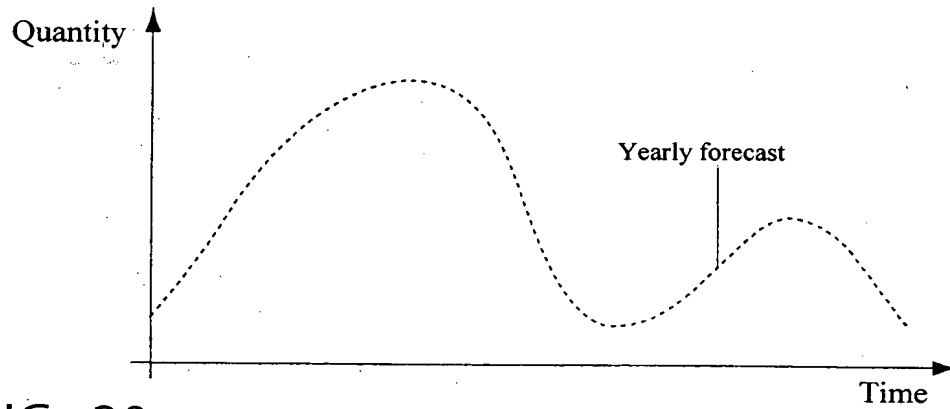


FIG. 20

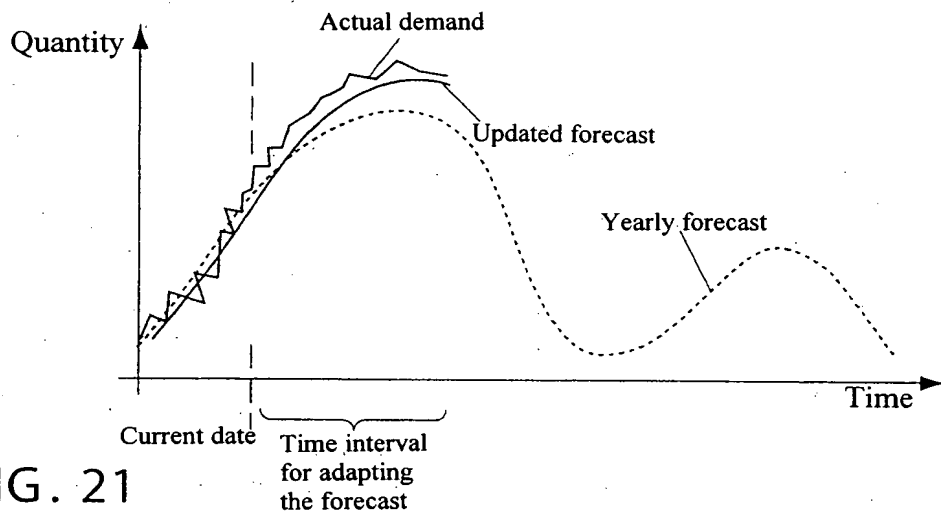


FIG. 21

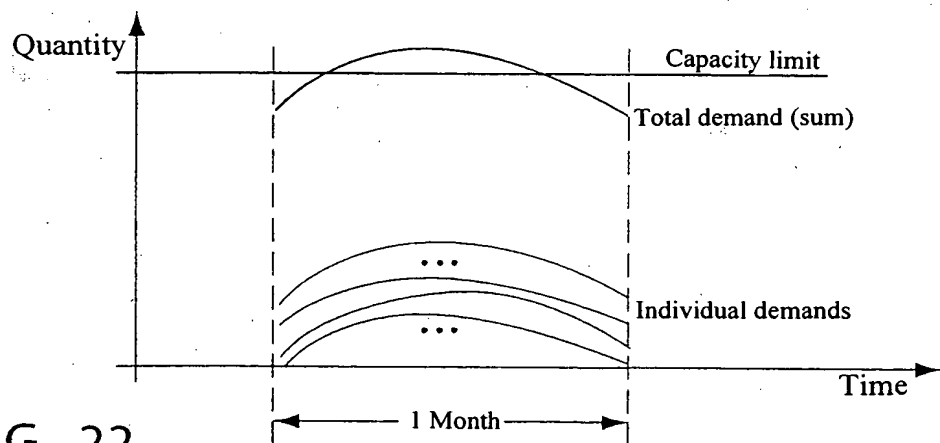


FIG. 22

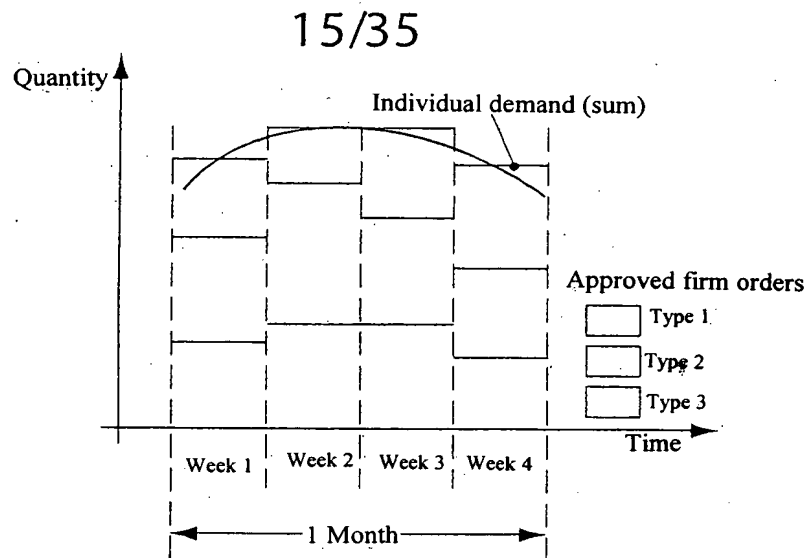


FIG. 23

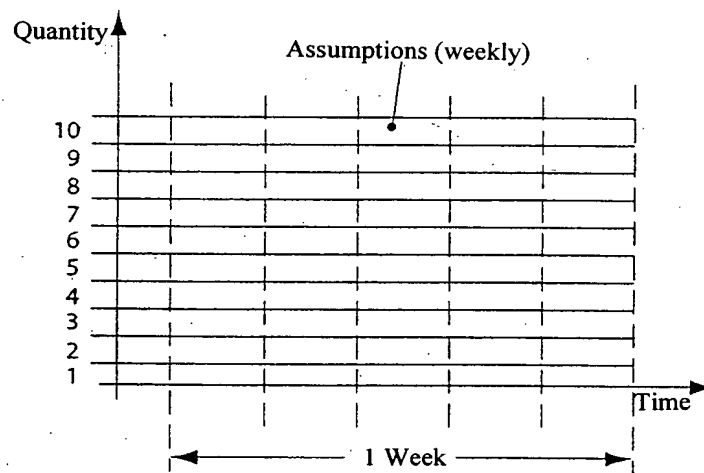


FIG. 24

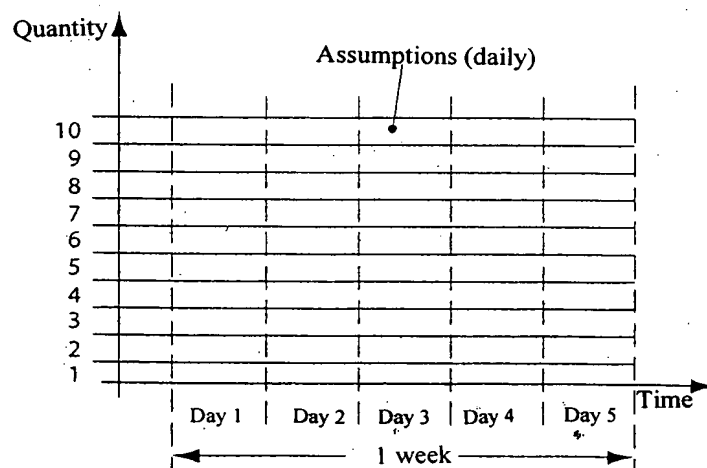


FIG. 25

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USA				Canada			
Name	Market Share	Name	Market Share	Name	Market Share	Name	Market Share
Brunswick	24 %	Toronto	26,4 %				
Wilmington	13 %	Montreal	49,4 %				
Boston	26 %	Vancouver	24,2 %				
San Diego	20 %						
Houston	17 %						

FIG. 26a

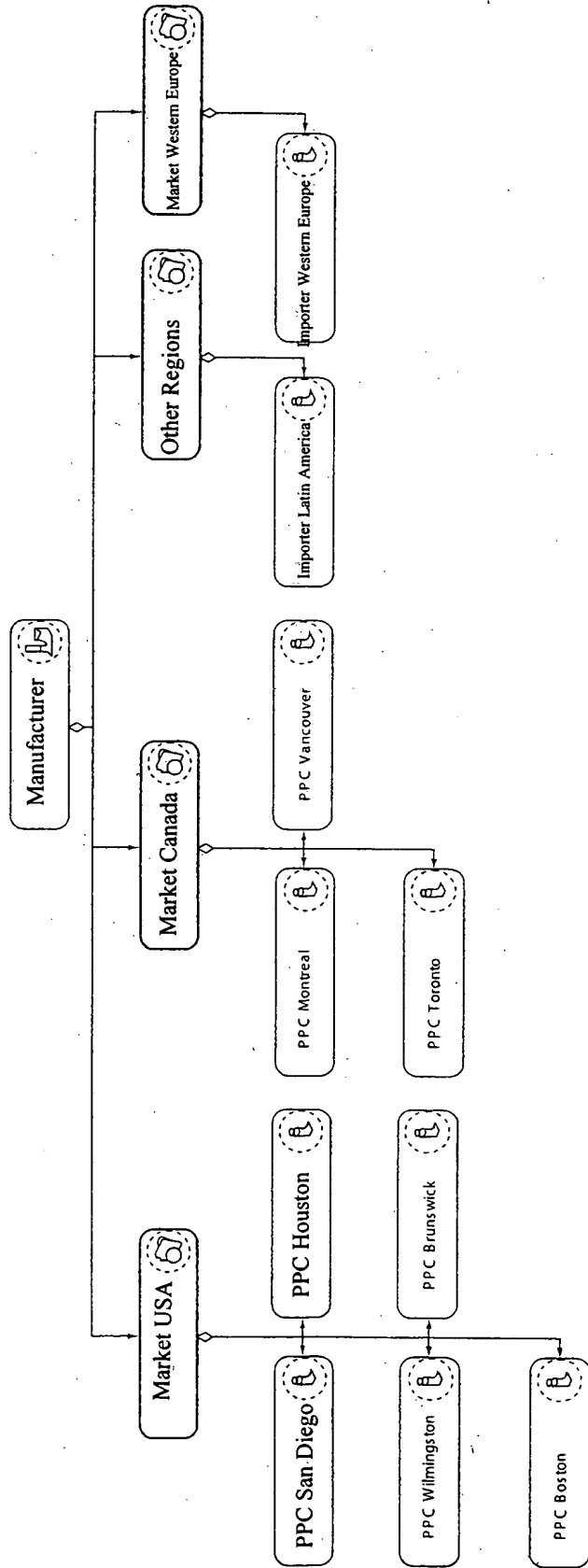


FIG. 26b



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Engines		Transmission		Climate Control	
1,4 l 55 kW	MN7	4-speed automatic transmission		Heater with mechanical Control	9AA
1,6 l 75 kW	MN7	5-speed manual transmission	G0C	Manual climate control	9A0
1,6 l 75 kW					
1,9 l					
2,0 l 85 kW	MR 4				

FIG. 27a

Radios		Colors		Top	
Radio Alpha	8AB	Alaska Green	V7V7	Manual Top	3FM
Radio Gamma	8A0	Tan		Electrical Top	3FT
No radio	8AA	Black	A1A1		
		Campanella White	R6R6		
		Clementine 2	T1T1		
		Cybergreen metallic	L9L9		
		Light Gray Solid 2			
		Red	P2P2		
		Reflecting Silver Metallic	8E 8E		
		Royal Navy	7W7W		
		Speed Blue	V8V8		
		Yukon Yellow			

FIG. 27b

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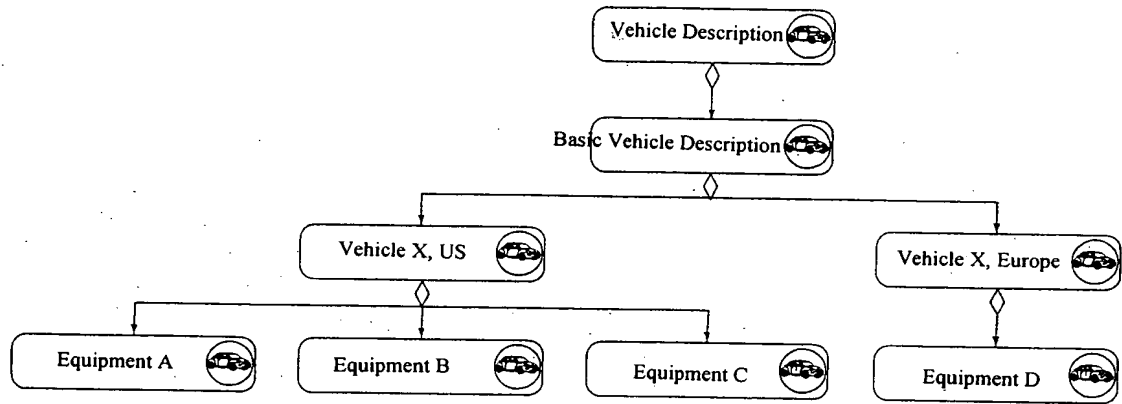


FIG. 28

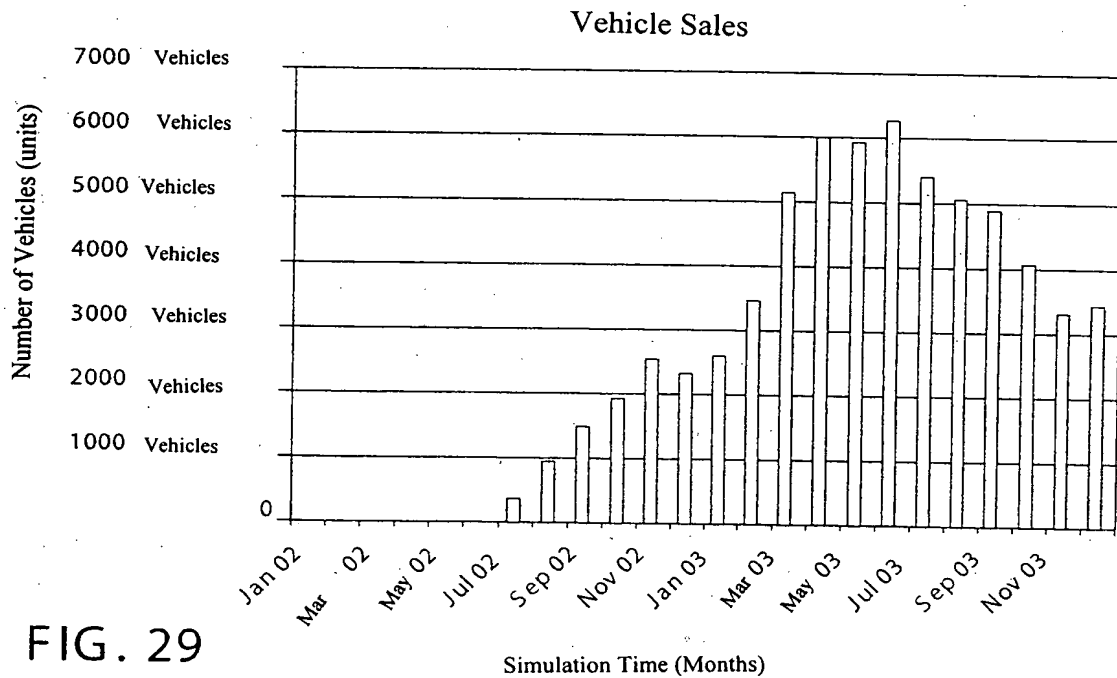


FIG. 29

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Vehicle Sales		
Jan 01		0
Feb 01		0
Mar 01		0
Apr 01		0
May 01		0
Jun 01	10	Vehicle(s)
Jul 01	335	Vehicle(s)
Aug 01	915	Vehicle(s)
Sep 01	1470	Vehicle(s)
Oct 01	1922	Vehicle(s)
Nov 01	2553	Vehicle(s)
Dec 01	2325	Vehicle(s)
Jan 01	2609	Vehicle(s)
Feb 01	3487	Vehicle(s)
Mar 01	5169	Vehicle(s)
Apr 02	6004	Vehicle(s)
May 02	5952	Vehicle(s)
Jun 02	6271	Vehicle(s)
Jul 02	5414	Vehicle(s)
Aug 02	5084	Vehicle(s)
Sep 02	4915	Vehicle(s)
Oct 02	4093	Vehicle(s)
Nov 02	3328	Vehicle(s)
Dec 02	3459	Vehicle(s)

FIG. 30

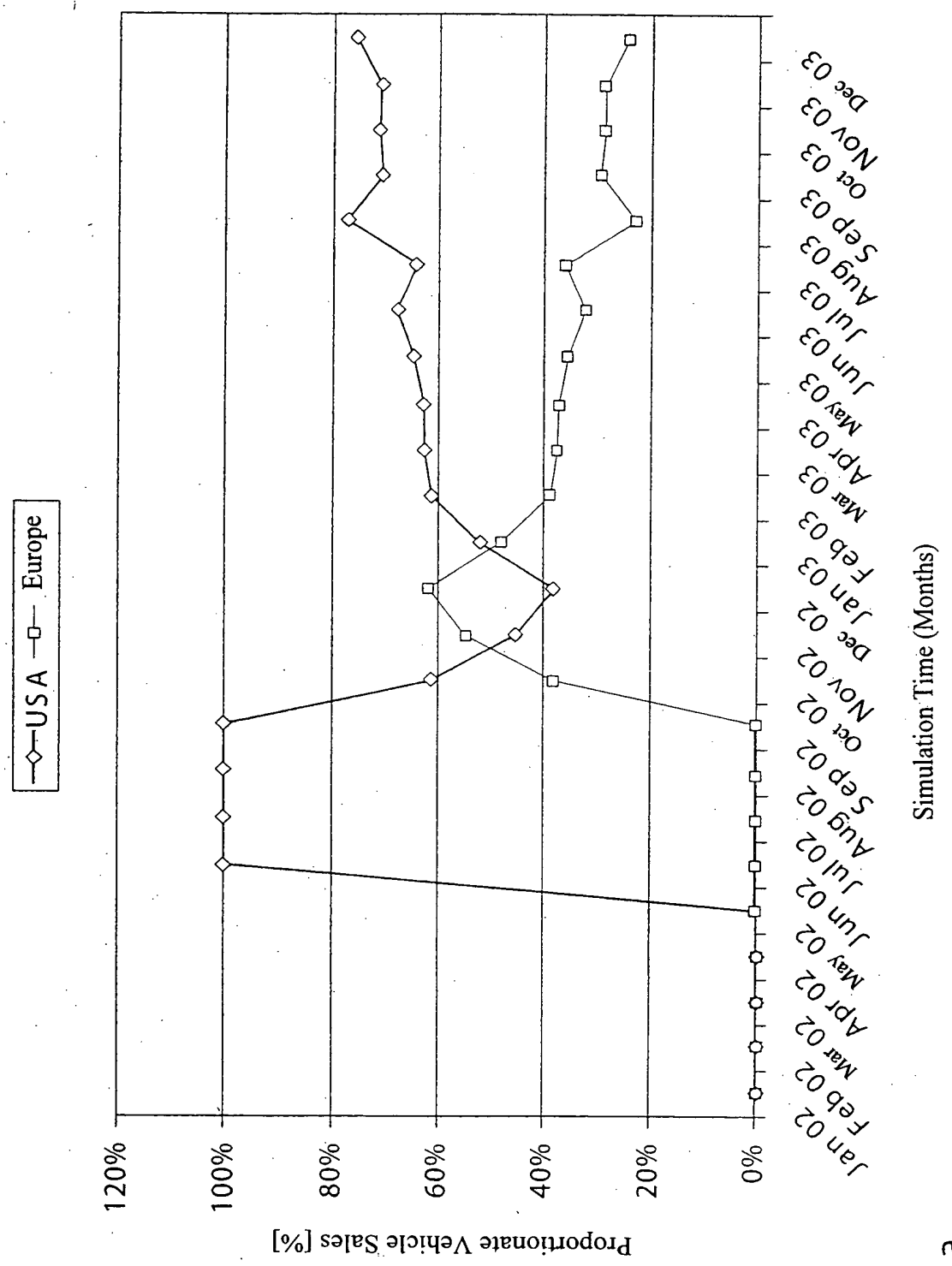


FIG. 31a

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	USA	Europe
Jan 01	0,00%	0,00%
Feb 01	0,00%	0,00%
Mar 01	0,00%	0,00%
Apr 01	0,00%	0,00%
May 01	0,00%	0,00%

Jun 01	100,00%	0,00%
Jul 01	100,00%	0,00%
Aug 01	100,00%	0,00%
Sep 01	100,00%	0,00%
Oct 01	61,55%	38,45%
Nov 01	45,36%	54,64%
Dec 01	38,24%	61,76%
Jan 02	52,01%	47,99%
Feb 02	61,28%	38,72%
Mar 02	62,55%	37,45%
Apr 02	62,69%	37,31%
May 02	64,38%	35,62%
Jun 02	67,79%	32,21%
Jul 02	63,87%	36,13%
Aug 02	77,34%	22,66%
Sep 02	70,56%	29,44%
Oct 02	71,27%	28,73%
Nov 02	71,24%	28,76%
Dec 02	75,51%	24,49%

FIG. 31b

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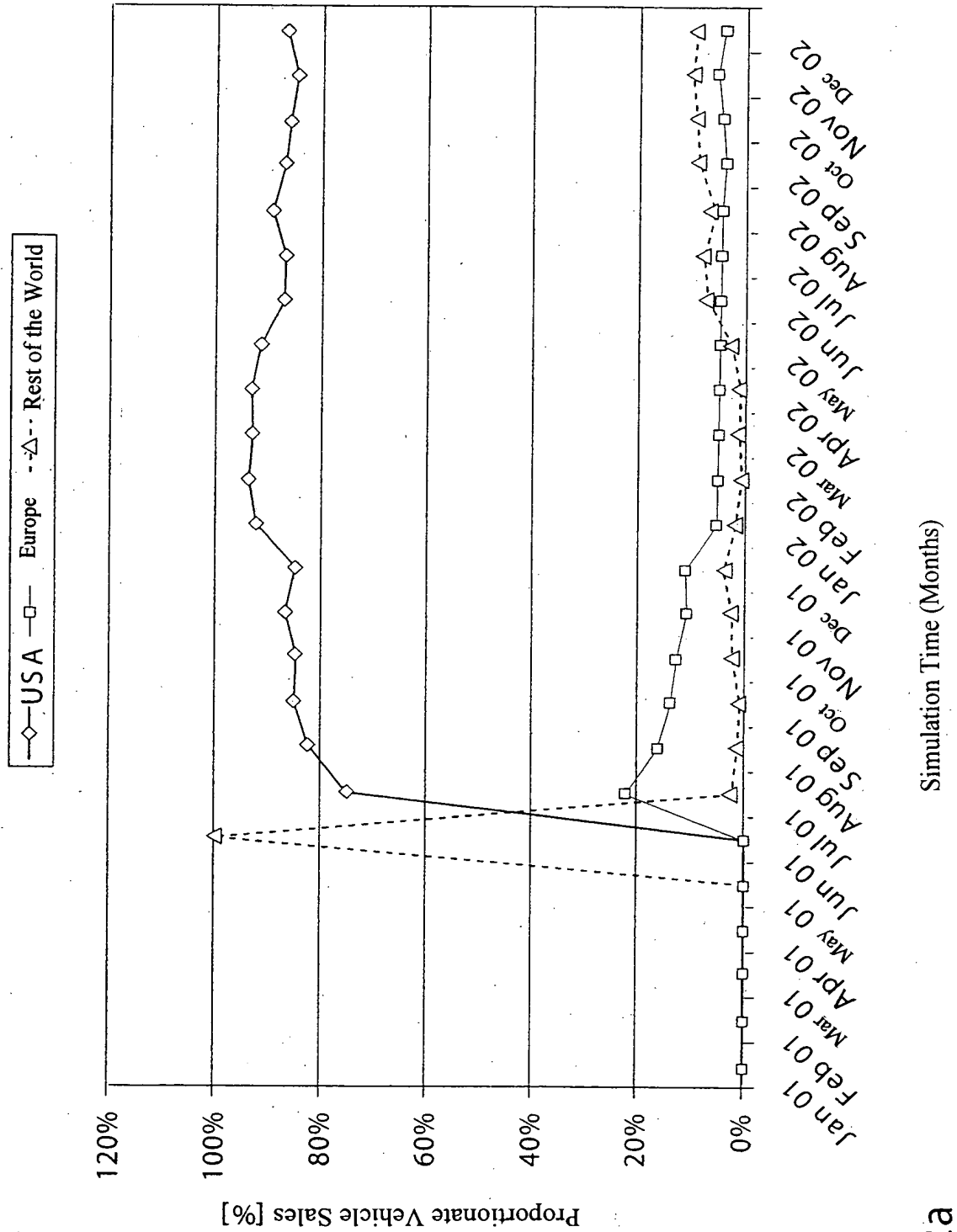


FIG. 32a

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	USA	Europe	Rest of the World
Jan 01	0,00%	0,00%	0,00%
Feb 01	0,00%	0,00%	0,00%
Mar 01	0,00%	0,00%	0,00%
Apr 01	0,00%	0,00%	0,00%
May 01	0,00%	0,00%	0,00%
Jun 01	0,00%	0,00%	100,00%
Jul 01	74,63%	22,39%	2,99%
Aug 01	81,97%	16,39%	1,64%
Sep 01	85,03%	13,61%	1,36%
Oct 01	84,53%	12,68%	2,79%
Nov 01	86,36%	10,79%	2,85%
Dec 01	84,36%	11,25%	4,39%
Jan 02	92,11%	5,53%	2,36%
Feb 02	93,59%	5,38%	1,03%
Mar 02	92,79%	5,41%	1,79%
Apr 02	92,99%	5,31%	1,70%
May 02	91,34%	5,22%	3,44%
Jun 02	87,04%	5,29%	7,67%
Jul 02	86,76%	5,06%	8,18%
Aug 02	89,01%	5,09%	5,90%
Sep 02	86,51%	4,33%	9,17%
Oct 02	85,70%	4,80%	9,50%
Nov 02	84,35%	5,48%	10,16%
Dec 02	86,14%	4,40%	9,46%

FIG. 32b

Holidays			
01. Jan. 2001 KW 1	05. May. 2001 KW 18	20. Jul. 2001 KW 29	24. Dec. 2001 KW 52
25. Mar. 2001 KW 13	10. May. 2001 KW 19	15. Sep. 2001 KW 37	25. Dec. 2001 KW 52
26. Mar. 2001 KW 13	11. May. 2001 KW 19	16. Sep. 2001 KW 37	26. Dec. 2001 KW 52
27. Mar. 2001 KW 13	15. Jul. 2001 KW 29	28. Sep. 2001 KW 39	27. Dec. 2001 KW 52
28. Mar. 2001 KW 13	05. Jul. 2001 KW 29	01. Nov. 2001 KW 44	28. Dec. 2001 KW 52
29. Mar. 2001 KW 13	05. Jul. 2001 KW 29	02. Nov. 2001 KW 44	29. Dec. 2001 KW 52
30. Mar. 2001 KW 13	05. Jul. 2001 KW 29	12. Dec. 2001 KW 50	30. Dec. 2001 KW 52
01. May. 2001 KW 18	05. Jul. 2001 KW 29	23. Dec. 2001 KW 51	31. Dec. 2001 KW 53

FIG. 33

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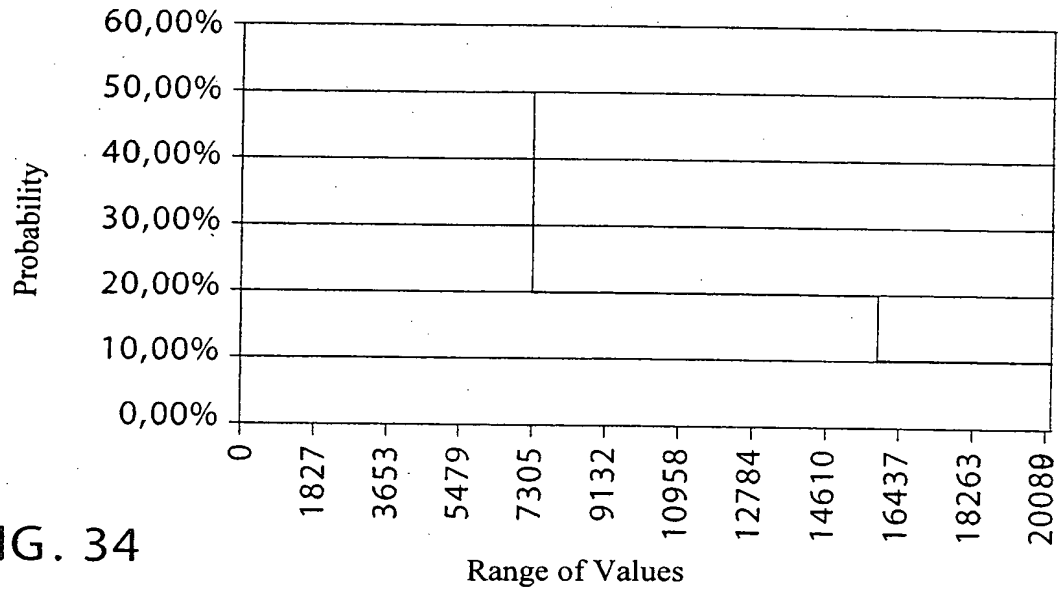


FIG. 34

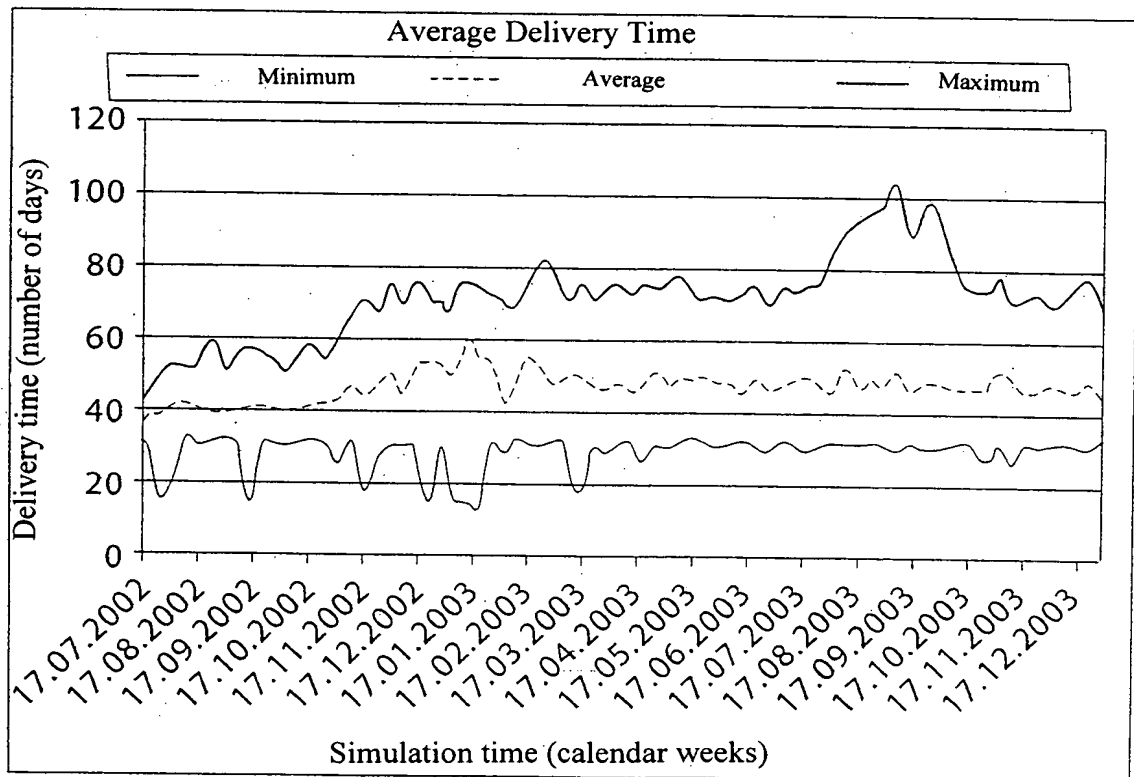


FIG. 35



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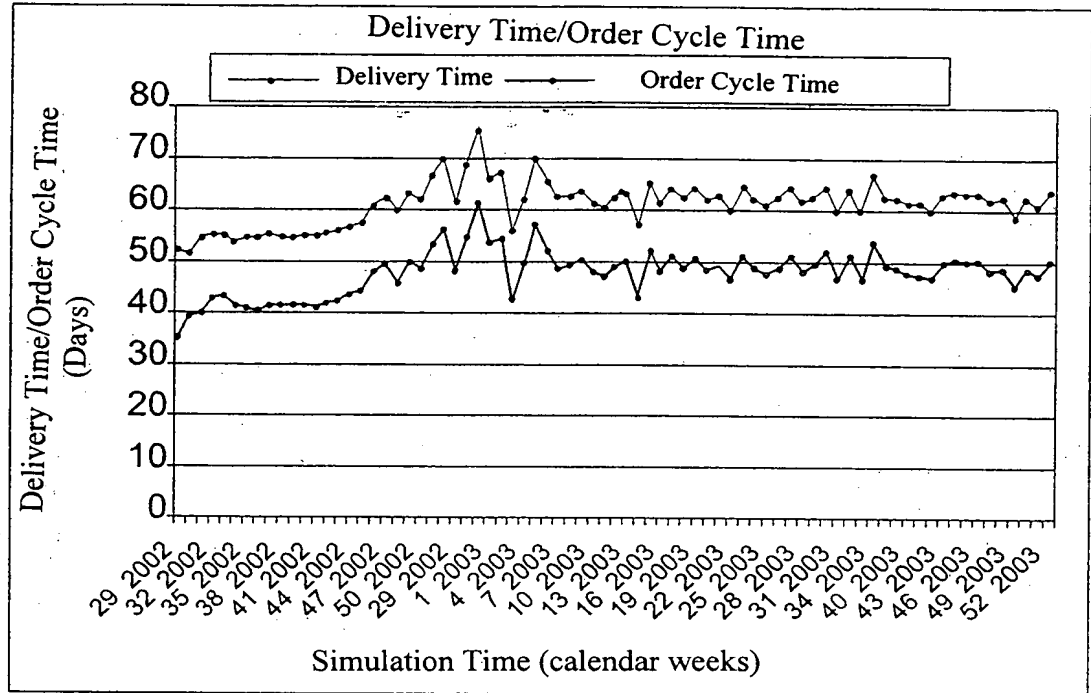


FIG. 36

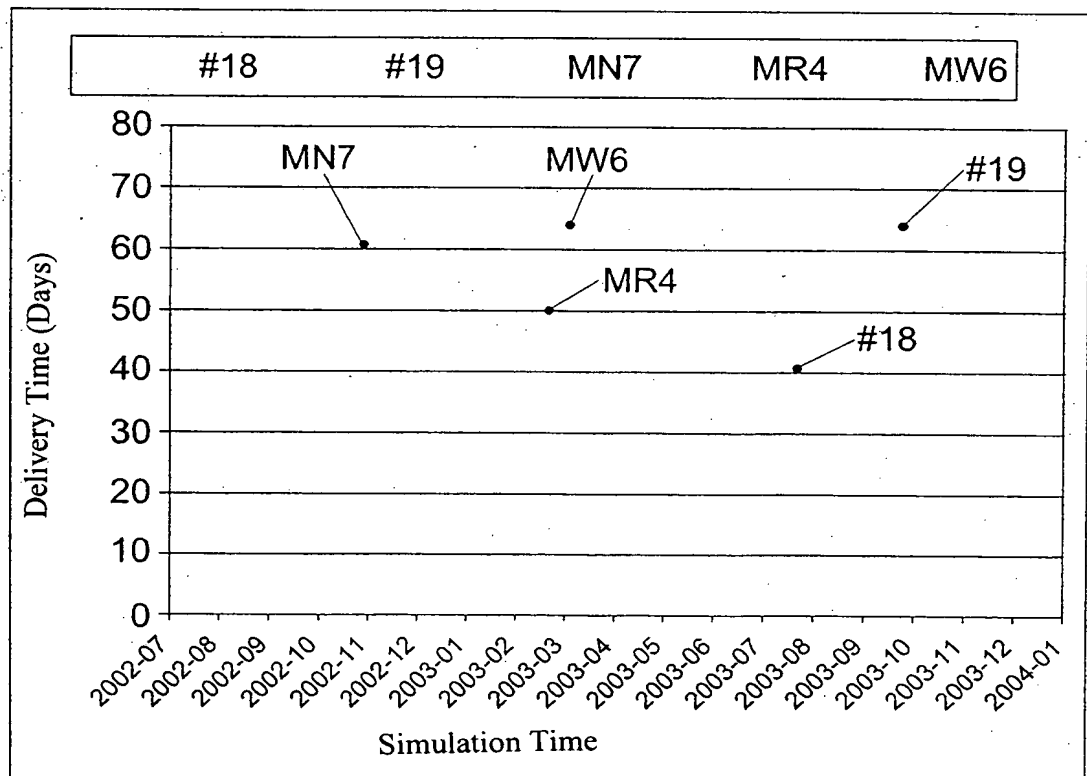


FIG. 37

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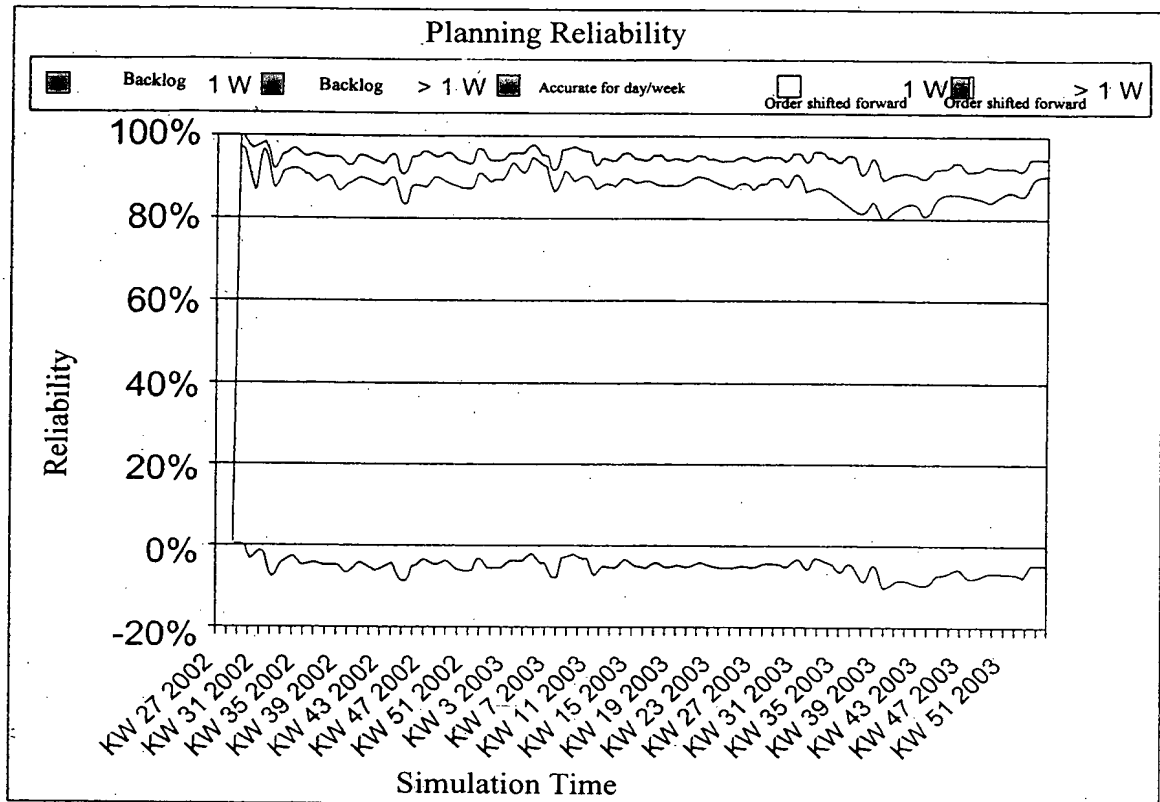


FIG. 38

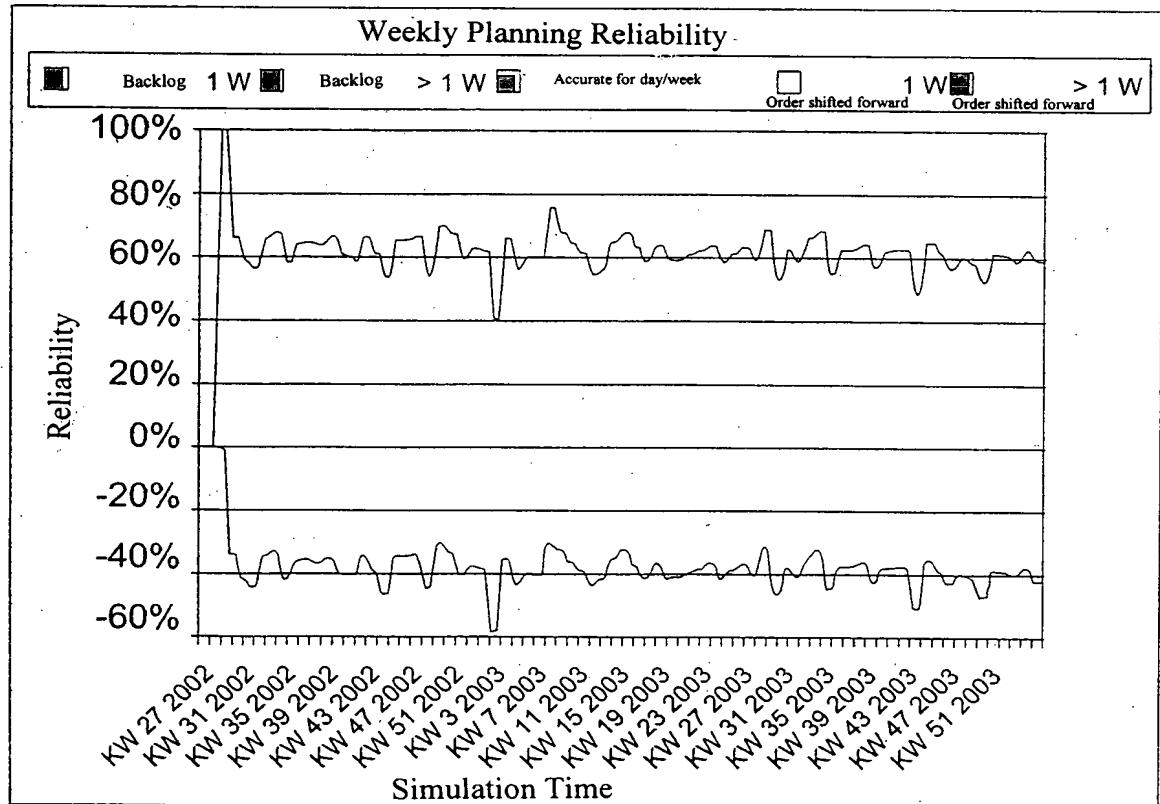


FIG. 39

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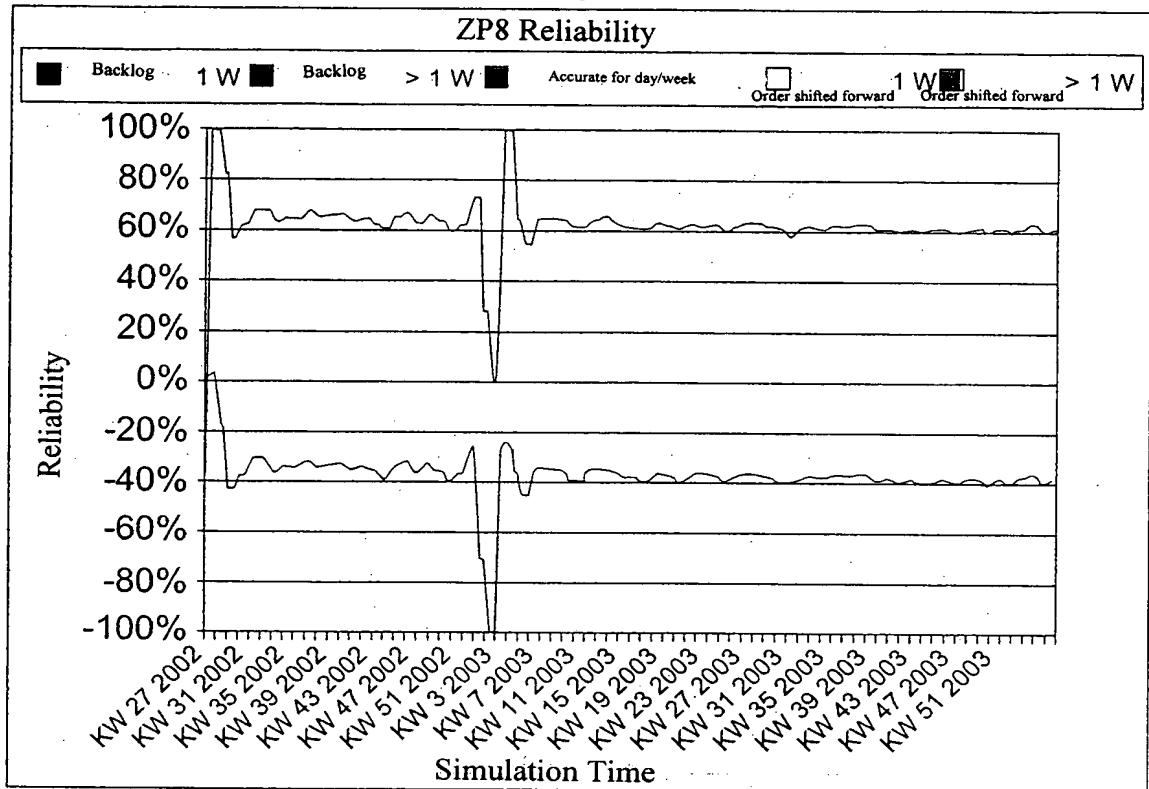


FIG. 40

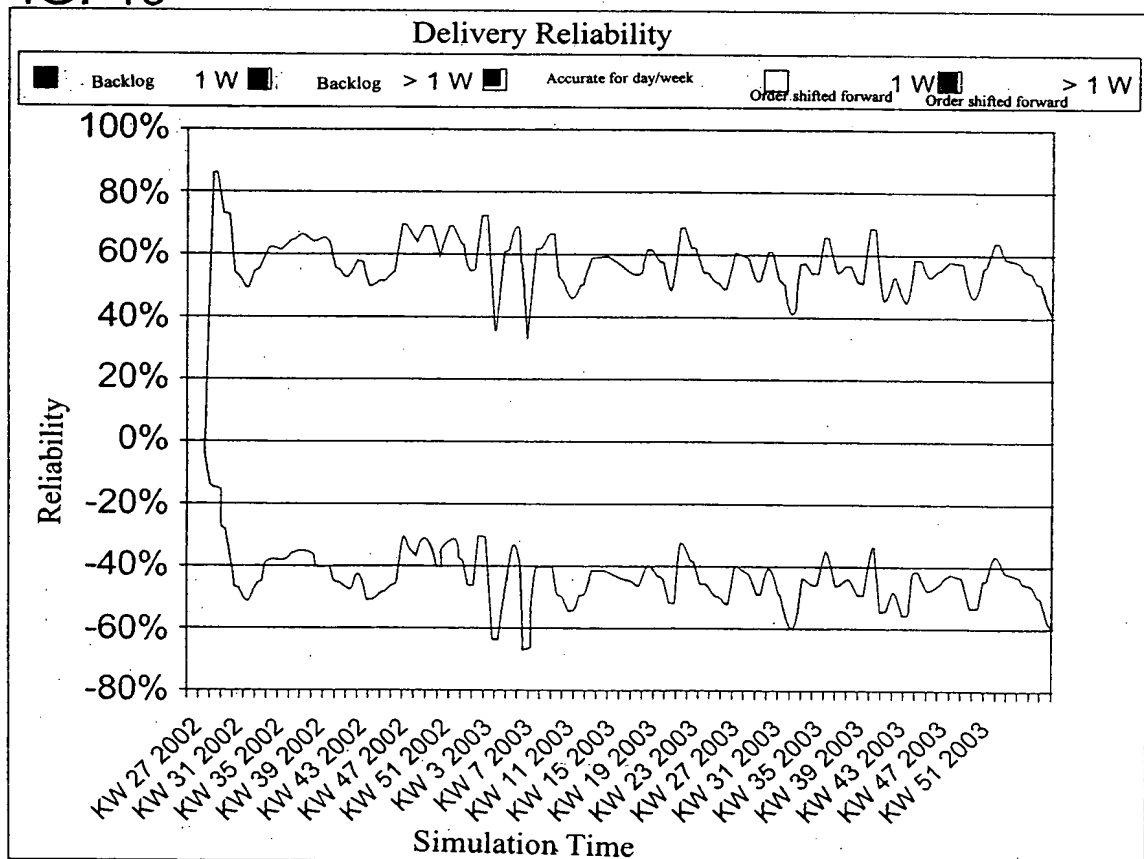


FIG. 41

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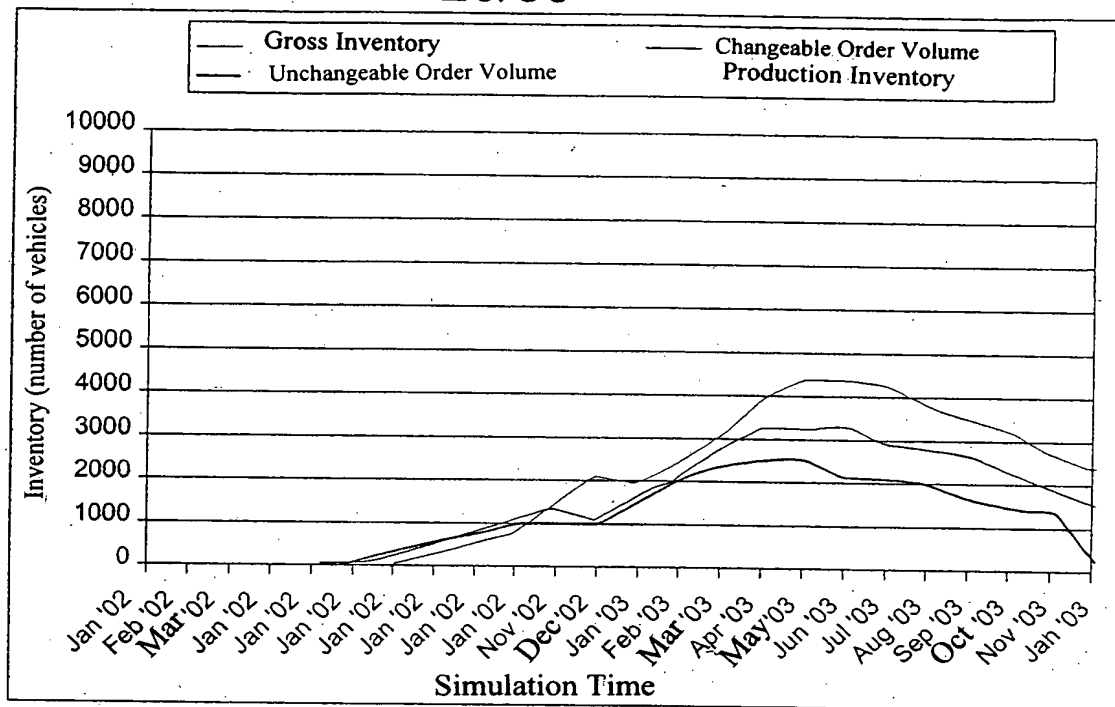


FIG. 42

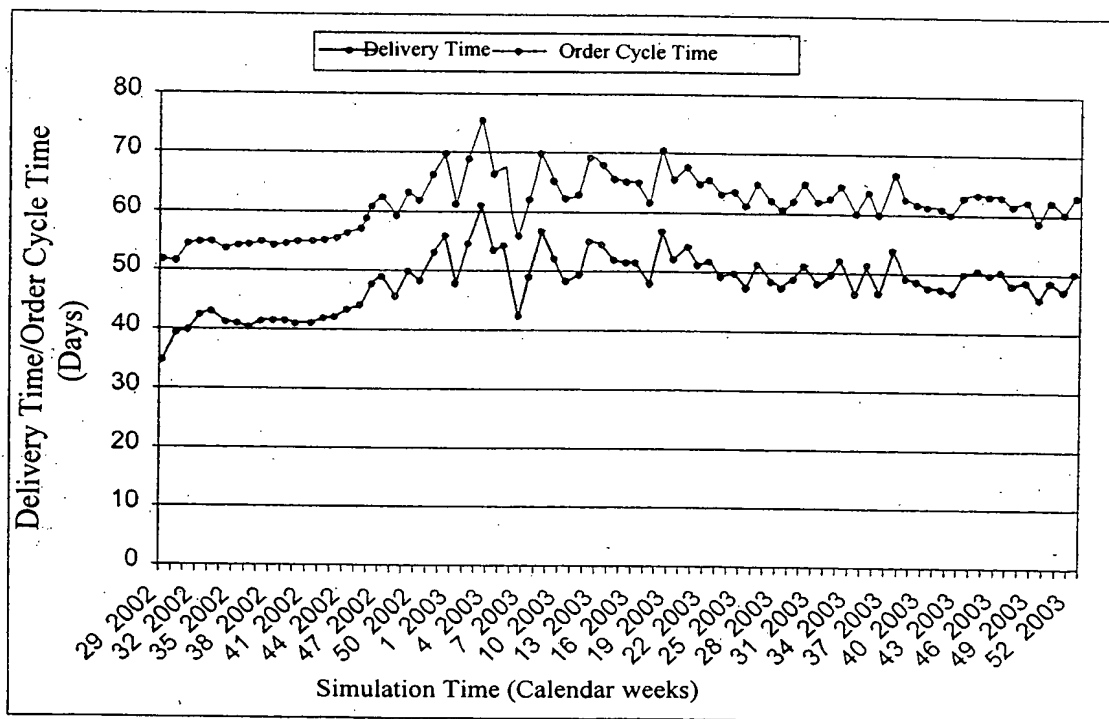


FIG. 43

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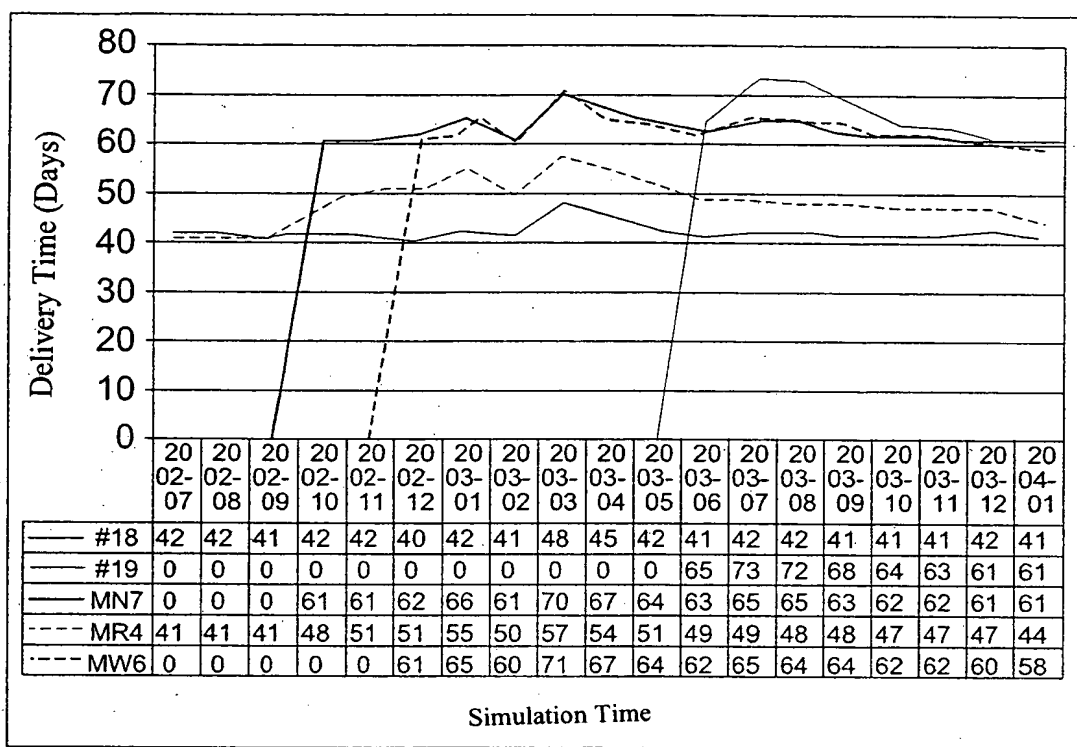


FIG. 44

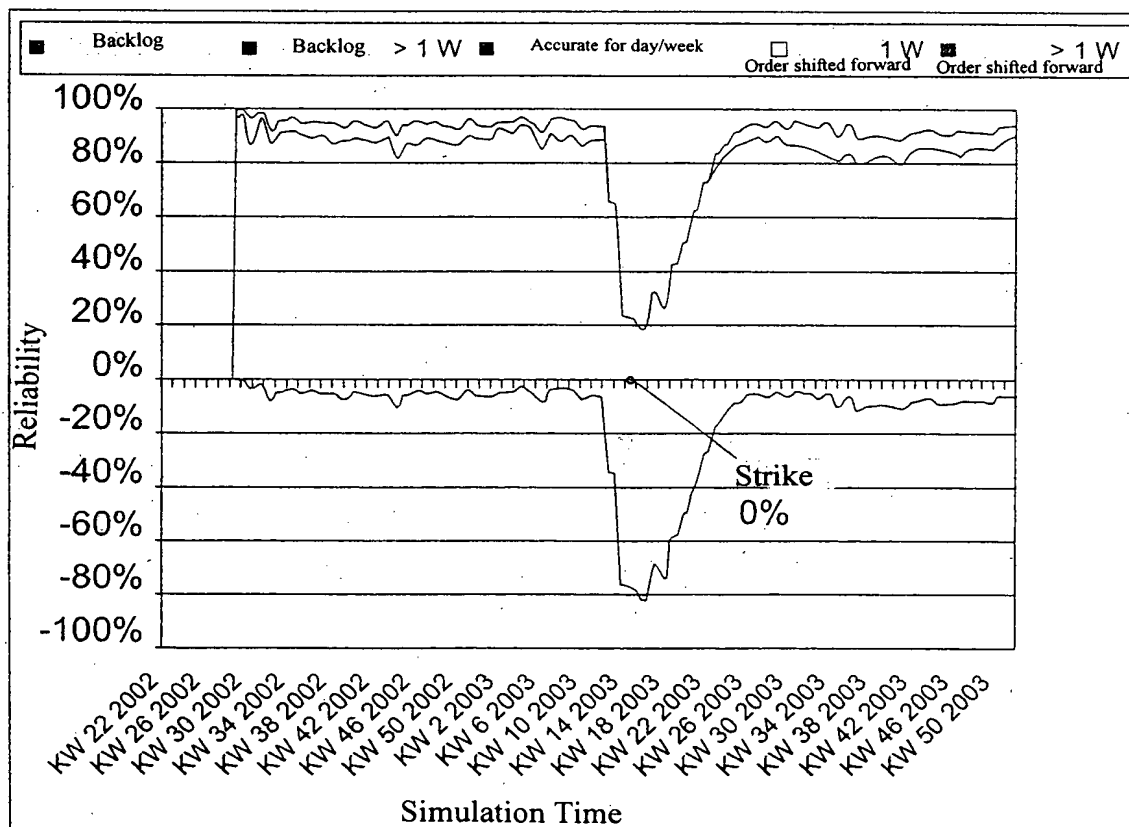


FIG. 45

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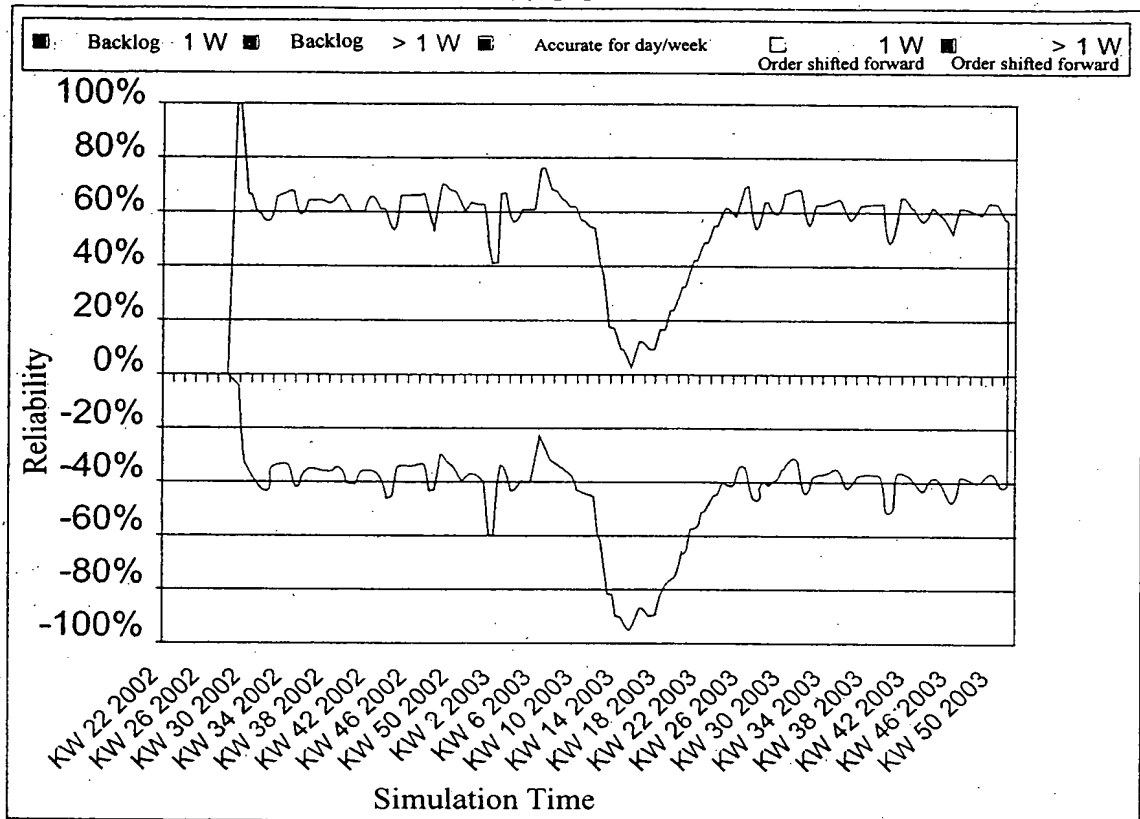


FIG. 46

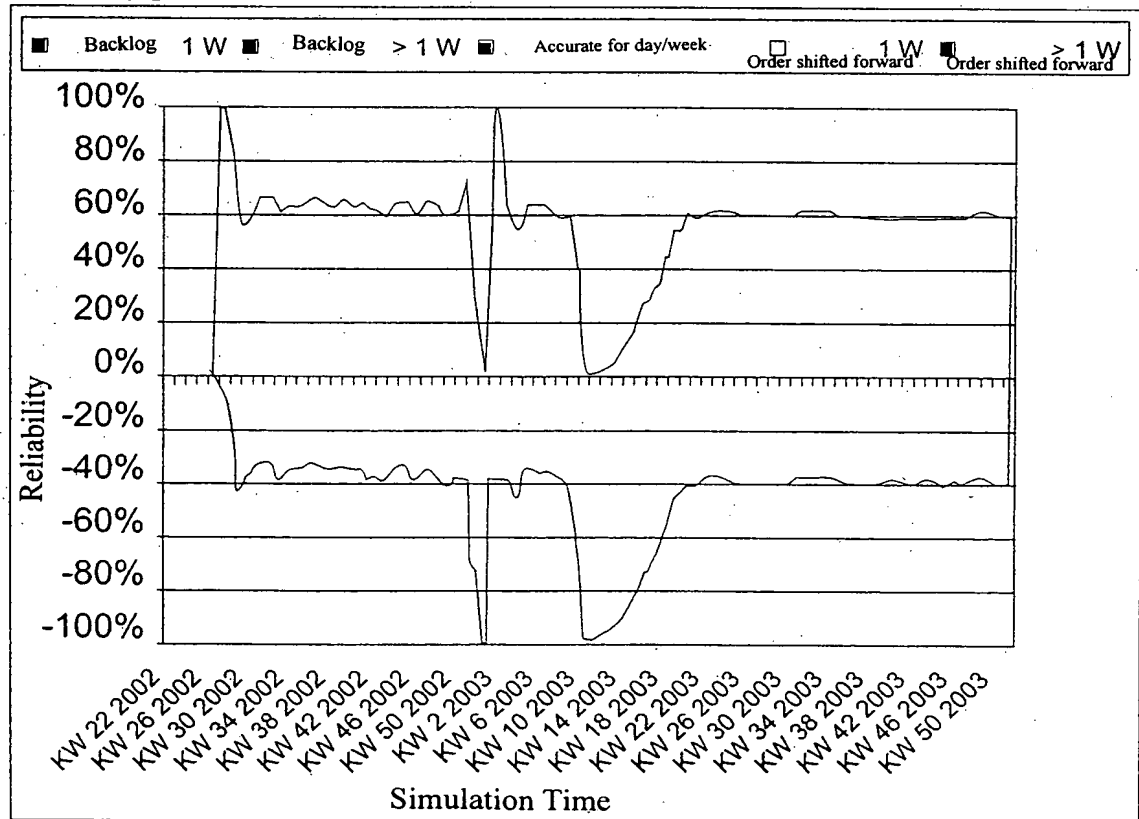


FIG. 47

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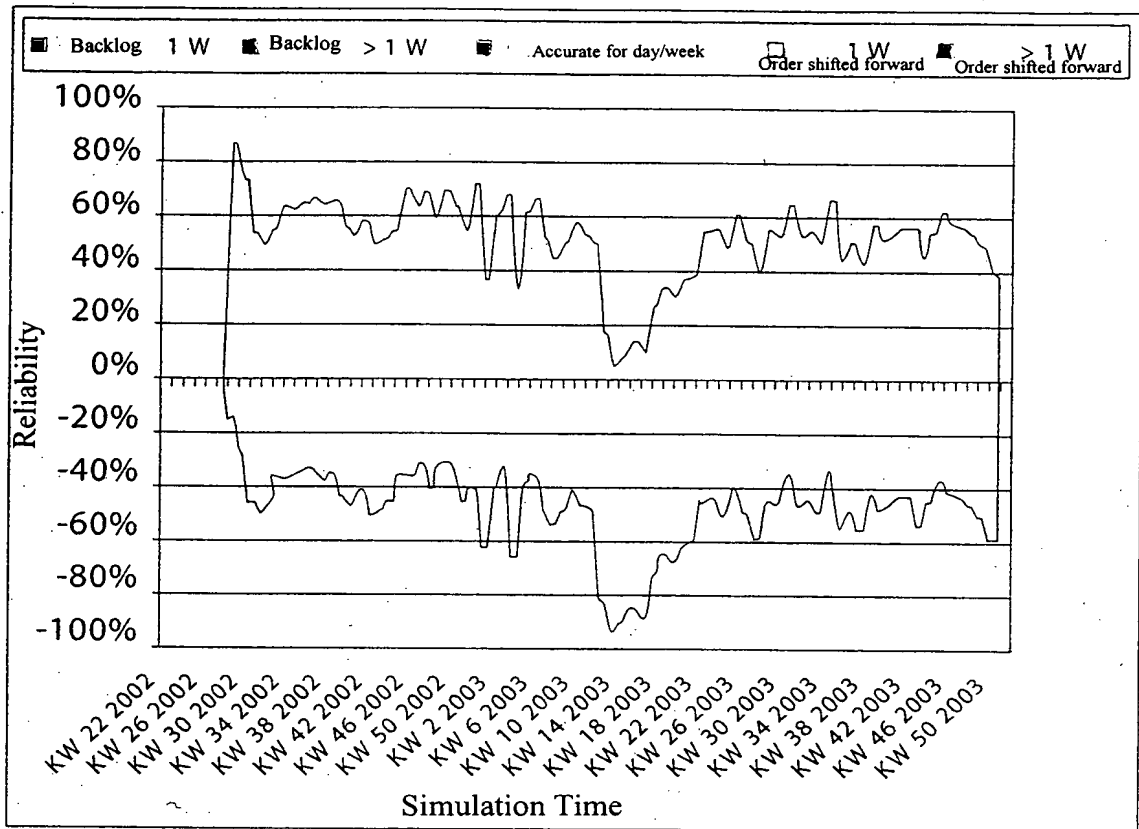


FIG. 48

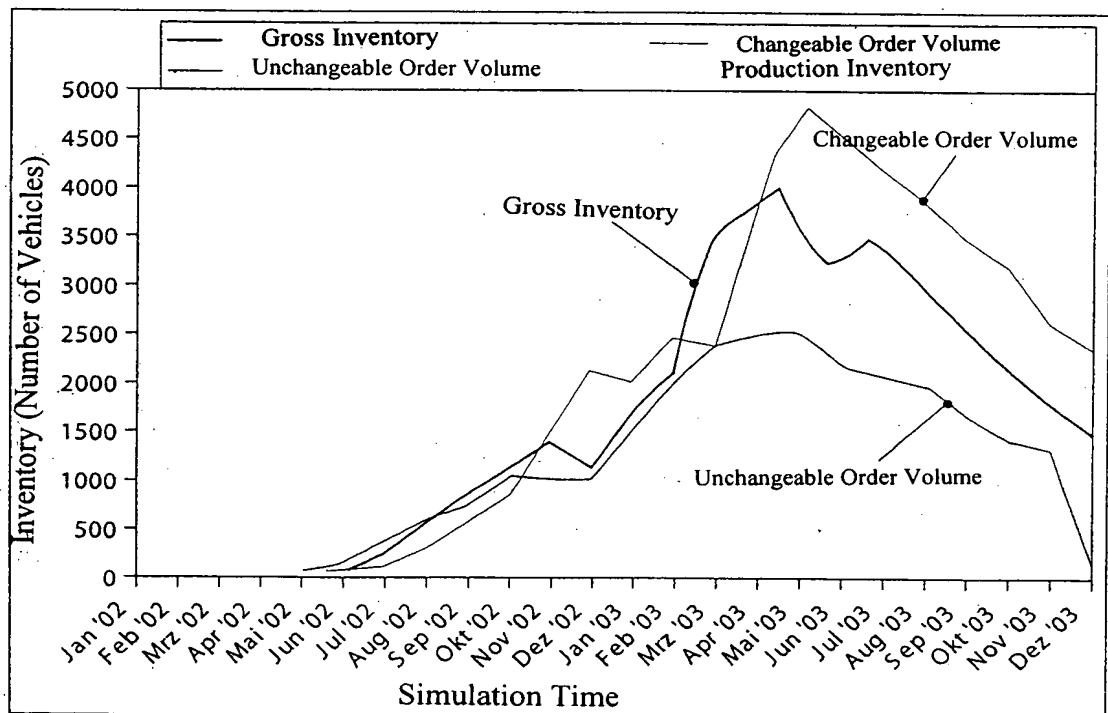


FIG. 49

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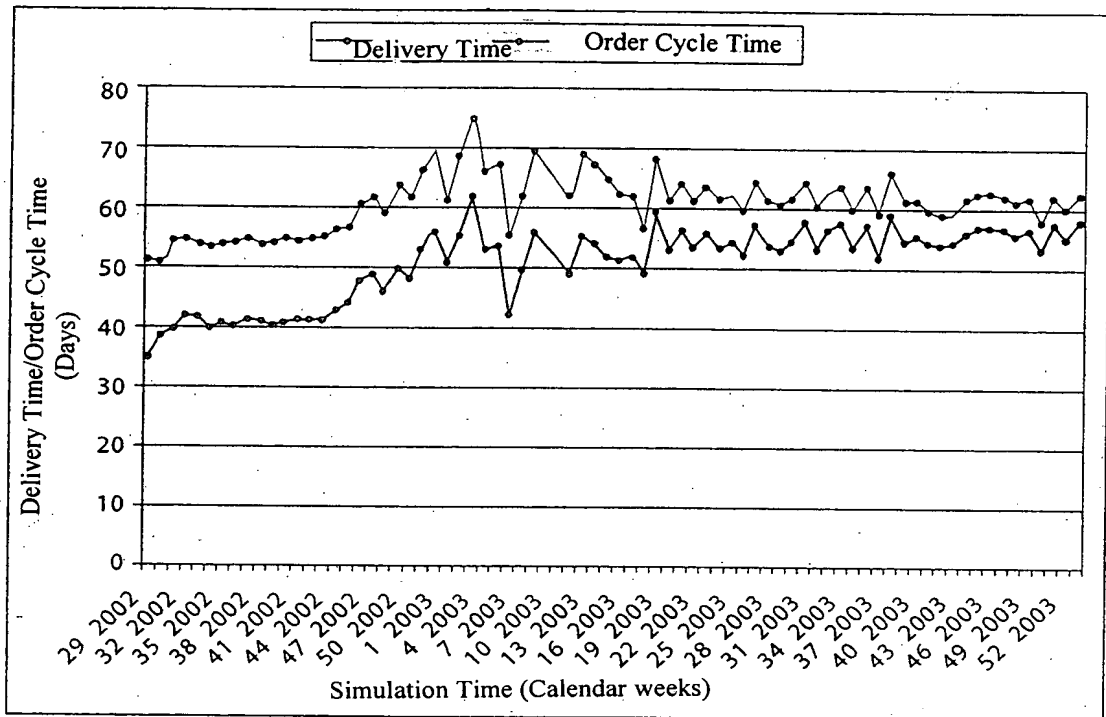


FIG. 50

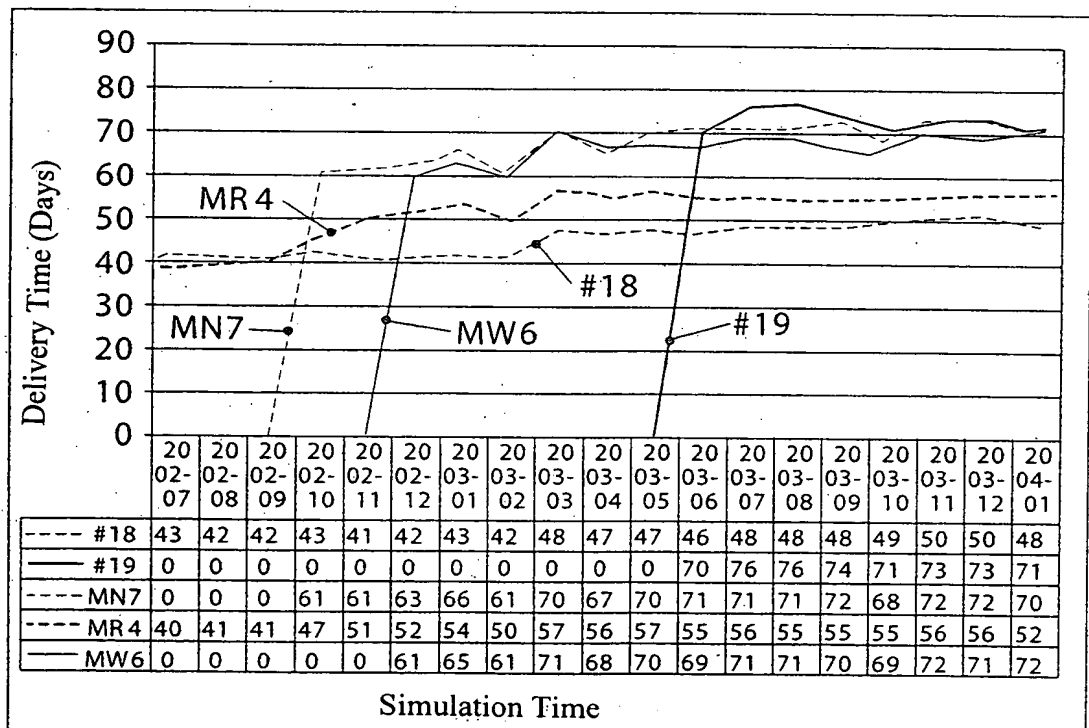


FIG. 51



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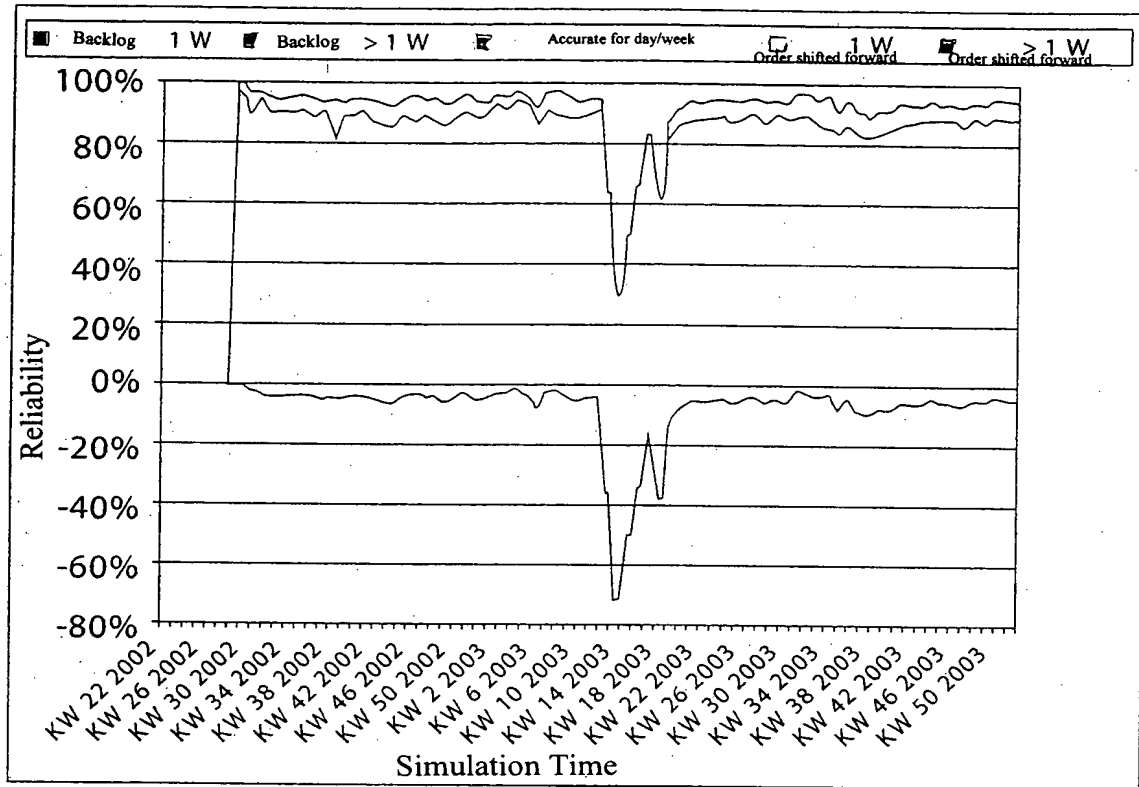


FIG. 52

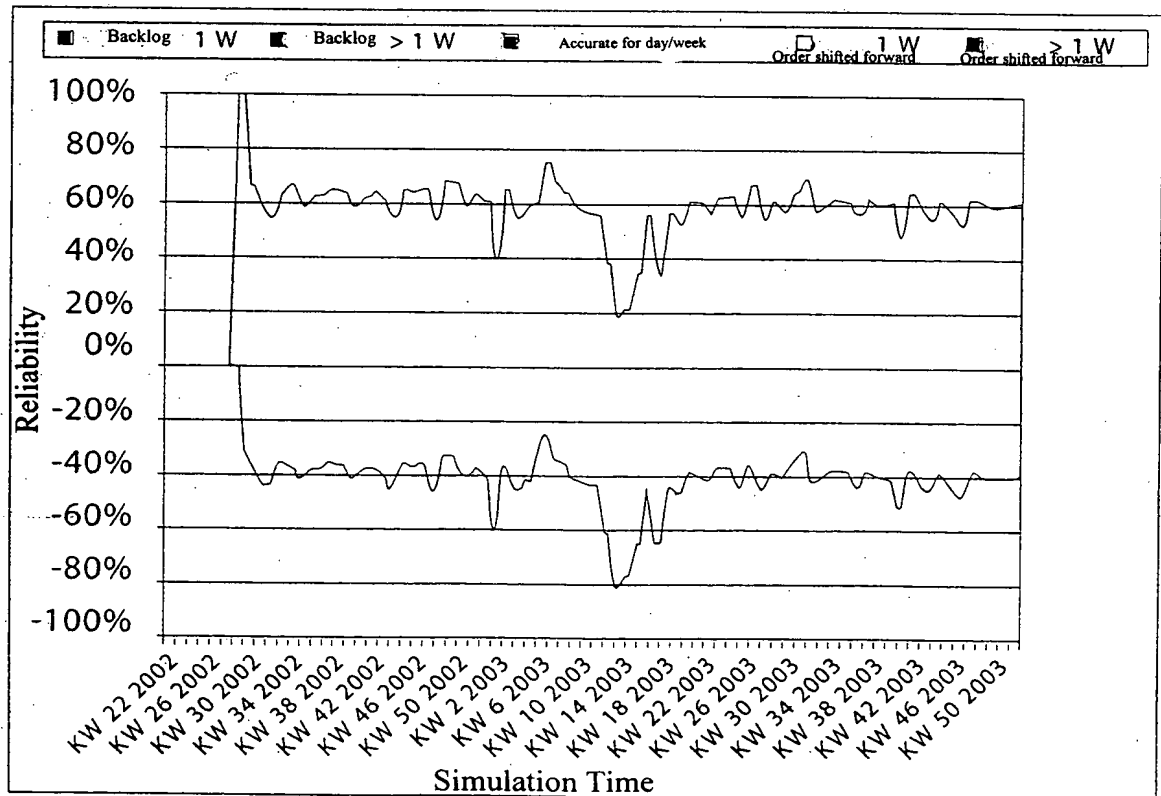


FIG. 53

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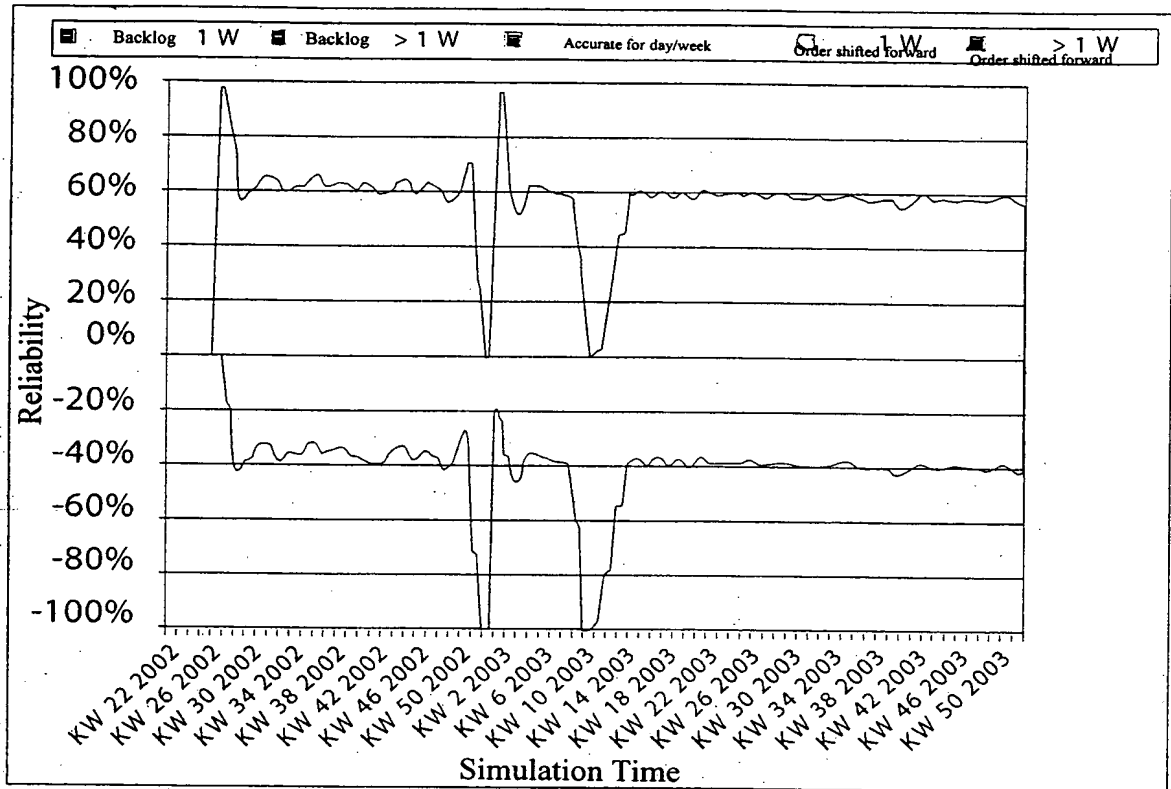


FIG. 54

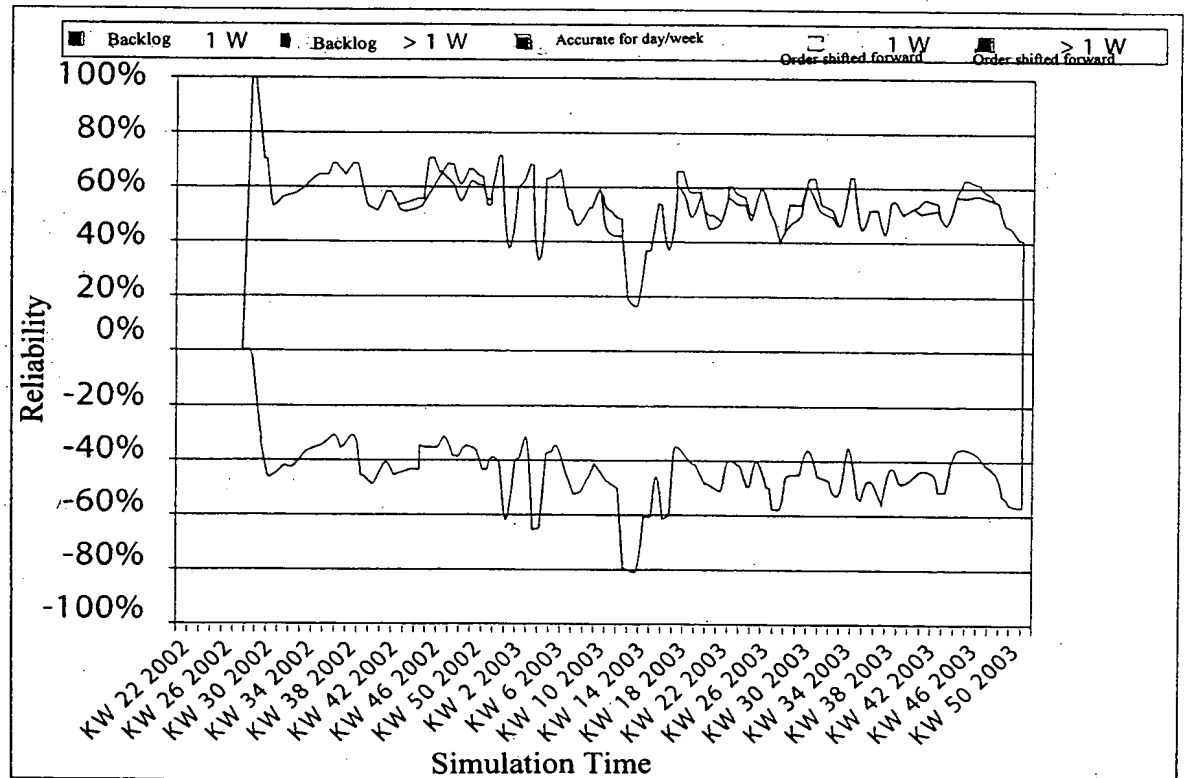


FIG. 55

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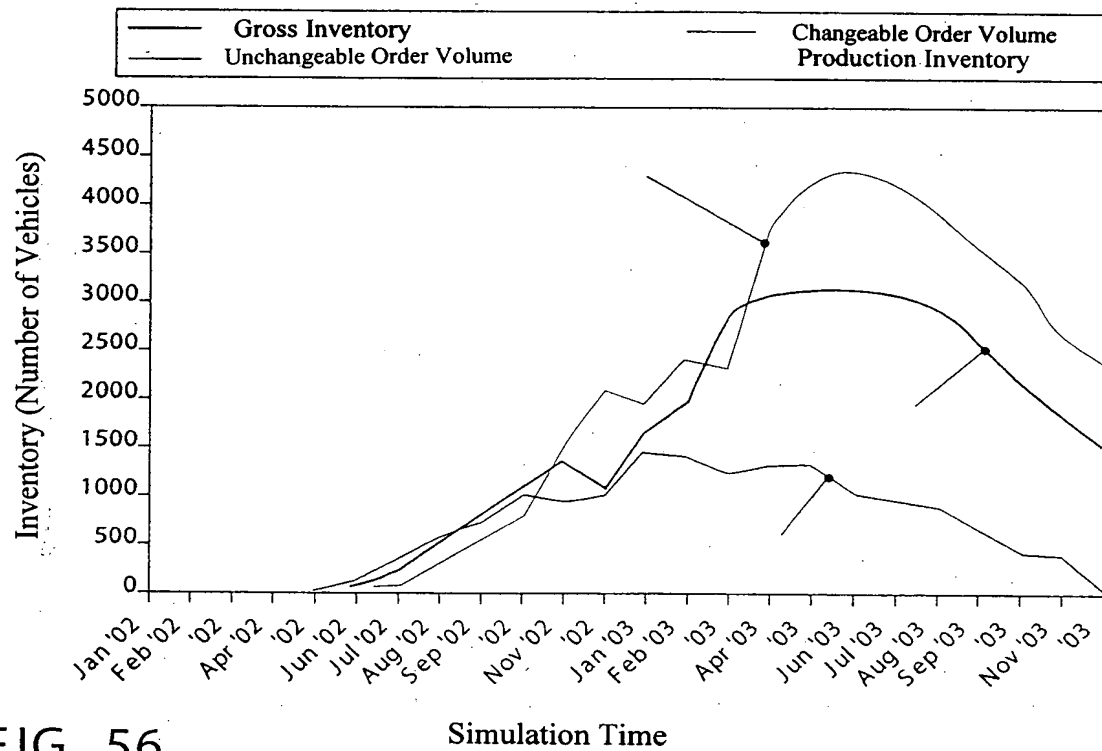


FIG. 56

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